

# Shares plunge £50bn and US slide goes on

## Wall Street's blackest day since crash of 1929

By Kenneth Fleet

The London stock market suffered its worst fall yesterday when prices and confidence were stricken by Friday's collapse on Wall Street.

With less than two hours of dealing remaining last night, the Dow Jones Industrial Average had fallen another 299 points, making it Wall Street's blackest day, exceeding the 13.2 per cent fall on the worst day of the 1929 crash.

Although there were no signs of panic selling in London yesterday, the absence of buying and the nature of the new electronic dealing system were enough to send values spiralling.

At the lowest point ordinary shares had shed more than £63 billion. A small and fragile rally, when it appeared that Wall Street might be picking up, reduced the day's aggregated losses to £50.6 billion.

The FT-SE 100 share index, which had fallen 302.1 just after 4pm to below 2,000, ended the day 249.6 down at 2,052.3 — a drop of 10.6 per cent.

The FT 30 share index also recovered a little ground before closing 183.7 down at

1,629.2 — a fall of 10.1 per cent.

This is the sharpest fall, both in absolute and in percentage terms, since the end of the Second World War.

The worst day for the FT index before yesterday was March 1 1974 when in response to Labour's return to office the index dropped 7.4 per cent.

The gilt-edged market was also in retreat but as in the equity market, there was more emotion than panic.

There were fears for the huge British Petroleum share issue today. Although it is underwritten and the Government is assured of its money, it is unlikely to attract popular support in a devastated market. The shares were 34p down at 316p; the new shares are priced at 330p.

The market has two basic fears. First that Wall Street

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and the New York bond market will continue to fall, evoking fears of another 1929 crash; secondly, that interest rates will be forced up and slow the rate of economic growth.

In the past three working days last week the Dow Jones Industrial Average dropped by 260 points (10 per cent). When the market opened yesterday the fall gathered even more momentum, with the Dow Jones off 299.02 at one stage.

At that point the index had fallen almost 25 per cent from its August peak of 2,722.42. Owing to the virtual absence of dealing in London on Friday, in the aftermath of the storm over southern England, the adjustment in London prices was more concentrated than it would otherwise have been.

In the foreign exchange markets the dollar wilted before the West German mark, while the pound remained firm but largely on the sidelines.

At the weekend the Germans seemed determined to raise their interest rates. This provoked a pained reaction from Mr James Baker, the US Secretary of the Treasury, who declared roundly on television that this was "not in keeping with the spirit of what we agreed in Washington three weeks ago."

The West German Finance Minister, Herr Gerhard Stoltenberg, seemed yesterday to step back from the brink: "I assume," he said, "that monetary co-operation with the US will continue." Mr Baker has decided to visit Europe to bolster the Louvre accord.

Although there is no immediate threat of higher bank base rates in Britain, the situation would become more fraught if international interest rates were to rise.

The immediate tests for Mr Nigel Lawson, the Chancellor of the Exchequer, are today's money supply and bank lending figures and Friday's trade figures. If both sets are bad, the Chancellor's confidence would begin to look a little tarnished, especially if stock and bond markets remain in disarray.

Experts in London differ on the dimensions of the fall in markets. Reports that unit trust managers were "throwing stock" at the market were

hotly denied by all the unit trust groups contacted by *The Times*.

Mr David Morgan, director of M&G Investment Management, Britain's largest unit trust group, said that share trading at M&G had been quiet yesterday.

He said he could see no justification for extreme views and that not a lot had changed as the British economy remained in good shape. He believed that most of the upward readjustment in American interest rates had happened, which would allow the markets to stabilize.

Mr John Gittings, managing director of Touche Remnant, the investment trust and unit trust group, said the brokers were taking a sanguine view and not liquidating their clients' holdings. In the past falls of such scale would have triggered mass selling, Mr Gittings said, but it had not happened this time.

TR suspended dealing in its units yesterday morning, but priced at lunchtime and were trading again in the afternoon. The suspension was largely caused by Friday's absence of City trading and City personnel following the gales.

Mr Paul Bateman, marketing and development director at Save and Prosper, the country's third largest unit trust group, said there was no panicking, no blood and no selling of shares by S&P. He said S&P had only received about 20 calls from worried unit trust holders.

Mr Bill Martin, chief UK economist of stockbroker Phillips and Drew, said that the UK market was clearly the



victim and slave of Wall Street and that its fall yesterday was overdue. The problems of the US dollar and interest rates were wholly foreseeable, but the American equity markets had reacted late despite the turning down of sentiment in US bond markets some time ago.

There is nothing we can do until the dollar stabilizes and Wall Street recovers its nerve, Mr Martin said.

A market commentator, who did not wish to be named, because his firm is heavily involved in the BP share issue, said that by historical standards the American, British and Japanese markets had been overextended and held up by liquidity. They were therefore due for a fall.

● **Thatcher view:** The Prime Minister, speaking in Dallas, Texas, where she is on a private family visit, sounded confident when questioned about the debate on the world's stock markets. Referring to "the notoriously volatile" markets, she said, "the underlying Western economies are strong and the growth prospects are good and that is what matters."

## Yuppies aghast as roaring Eighties splutter

From Charles Brenner, New York

A sea of grim faces waved in the autumn sunshine on Wall Street yesterday as a generation of prosperous young traders tried to digest the idea that the roaring Eighties may be drawing to a close.

Panic and loss are unfamiliar to the yuppie operators who flocked straight from college to the booming markets of the past five years and have grown to take luxury for granted.

The shock waves of the "October massacre" have been rebounding far beyond the financial district, as ordinary Americans — many of whom have taken advantage of the Wall Street boom — are trying to assess the impact of a slump on their own savings.

Despite predictions of an imminent turn-around, the carnage on the stock exchange was being read by many on the street and far beyond as the signal that the painless prosperity of the Reagan boom is over.

Everyone from mystics to professors of mathematics have been predicting a swing from plenty towards recession or worse after the longest period of uninterrupted growth since the Second World War.

Analysts are taking their signals from a rejection of the excesses of the Reagan years that is being detected everywhere from politics to the film industry. Appetites are being reined in, consumption is becoming less conspicuous, students are returning to political causes, voters are looking

towards Democratic Party philosophy.

Fashion trends — particularly the advent of the mini-skirt — are also being poured over by investment analysts for clues to the prevailing mood. Enrolment in university courses is another indicator. The huge rush to the business schools is said to be over, as the glamour has faded from the financial professions.

Some commentators, taking a longer perspective, are talking about a *fin de siècle* malaise already setting in, led by a jaded America that has discovered that a BMW, CD player and a Jacuzzi are not the answers to the angst of the age.

Politicians are busy analysing the impact for next year's presidential

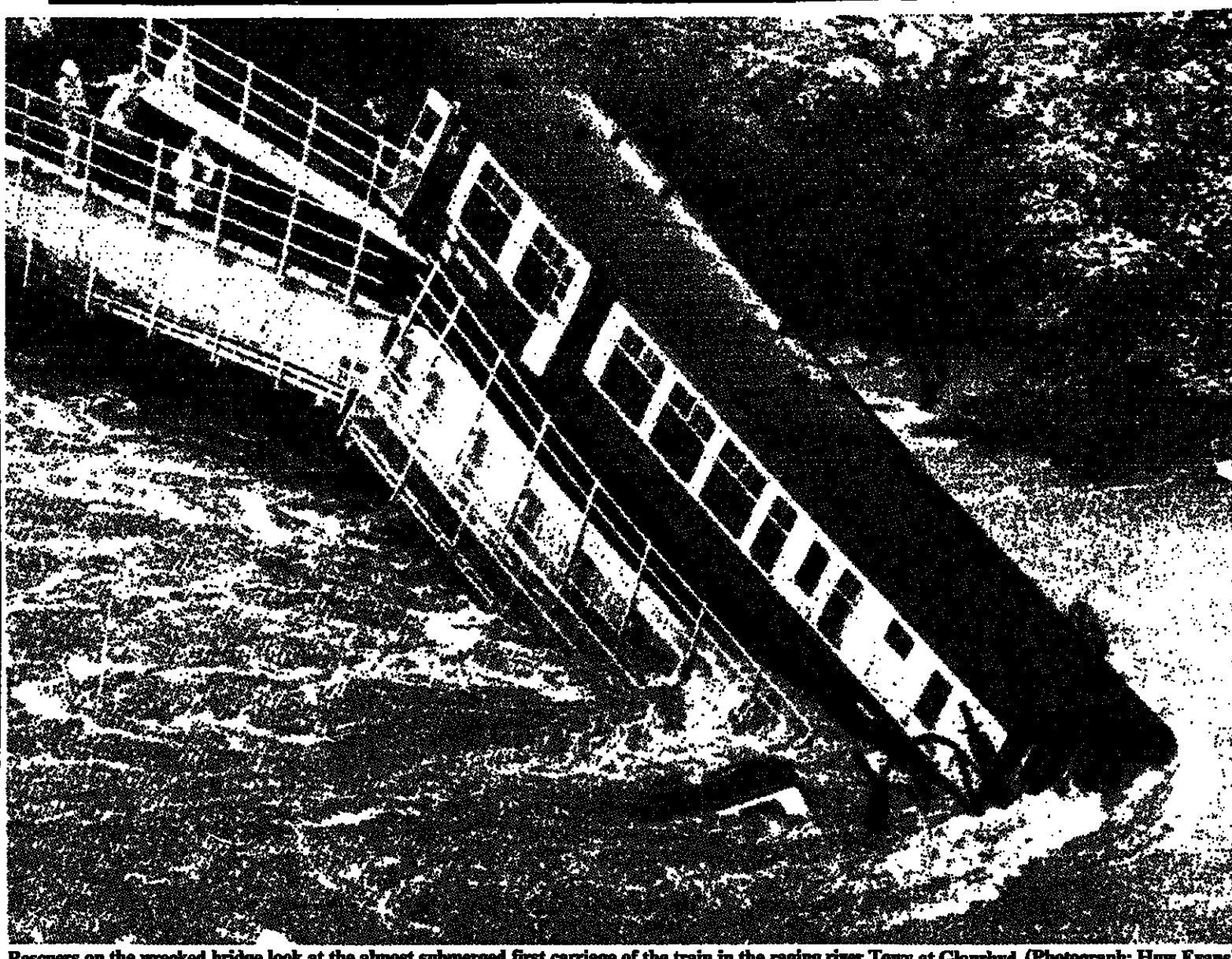
election. It has long been an axiom that the Democrats will be favoured if the crunch comes before the end of 1988.

Former President Richard Nixon caused a stir yesterday with a statement, published in *The Sunday Times*, that the Democrats could "nominate a jackass" and win the election if the economy faltered.

The bad news from the stock market was the second jolt in a week. The party was over for many when Salomon Inc, one of Wall Street's premier investment banks, suddenly sacked 800 of its staff.

The *Wall Street Journal* yesterday summed up the new mood with a joke: "What do you call a yuppie arbitrator?" Answer: "A waiter."

## Four die as train dives into a raging torrent



Rescuers on the wrecked bridge look at the almost submerged first carriage of the train in the raging river Towy at Glanrhyd. (Photograph: Haw Evans)

## BP shares fall but Treasury optimistic

By David Young  
Energy Correspondent

The price of BP shares yesterday fell to under 320p, well below the 330p mark at which the Government is offering its one-third holding in the company to its new breed of small investors, brought up on a diet of quick profits from privatization issues.

The Treasury insists the shares are a bargain at 330p and that only when the market price drops below 308p for the 68 per cent of shares already in circulation will small investors be unable to make a profit.

Although there is a clause built into the share sale arrangements which would allow the Government to postpone the sale if the world stock markets continue to fall, there is no question of the sale being delayed at this stage.

The Government's 31.5 per cent holding in BP will be sold between this coming Thursday and 10 am on October 28, with trading starting at 2.30 pm on October 30.

City analysts had originally predicted that profits of up to 30 per cent would be available for small investors. But that was when the market price stood at 351p. Now the City is advising small investors to "wait and see".

By late next week the Government hopes that the world stock markets will have rallied and the world oil price will be rising. Yesterday North Sea crude moved up from below \$19 to \$19.20.

The offer has already been underwritten by City merchant banks and institutions so the Government already has its \$6 billion from the sale and BP has its £1.5 billion from the rights issue.

Overseas demand for shares in BP also makes it inevitable that the sale will be a success. Foreign investors will have to pay at least 330p a share and probably more under tender offers.

However, the small investor is expected to show considerable disillusionment with the stock market and applications could be less than the estimated 4.5 million.

A Treasury spokesman said: "The Government is not considering terminating the BP offer. The offer has been fully underwritten."

## Tehran responds to US attack with war threat

From Robert Fisk, Bahrain

A devastating American naval strike yesterday against two Iranian oil platforms in the Gulf last night provoked a near-declaration of war from Tehran — and a studied official silence from the Arab Gulf states.

They had been urging Washington, both publicly and privately, to retaliate for last week's Iranian missile attack on a US-flagged tanker.

The American bombardment, by four guided-missile destroyers firing 5 in guns at the Rostam and Rakhsh oil platforms east of Qatar, was described by Mr Caspar Weinberger, the US Defence Secretary, as a "measured response" to last week's Iranian strike against the Sea Isle City tanker.

But a spokesman at the Iranian "war information centre" in Tehran last night warned that the US would receive "a crushing response for its criminal attack" now that it was "involved in a fully-fledged war with the Islamic Republic".

Such rhetoric is familiar fare from Iranian leaders after

any US military operation in the Gulf, but the Americans were taking it seriously enough last night as four more of their warships, observing radio silence, steamed up the northern waters of the Gulf towards Farsi Island, a base for Revolutionary Guards who have raided merchant ships over the past year.

As dusk fell over the Gulf, the Iranians imposed a state of alert on their merchant shipping fleet, ordering their oil tankers to observe radio silence and sail without lights. US jets from an aircraft carrier in the Gulf of Oman had earlier been observed overflying the Iranian offshore terminals at Larak and Hormuz islands, apparently warning Iranian planes to stay out of the area.

The Americans said later that they had given the 30 or so Iranian oil workers still on the Rostam platform 20 minutes to leave the rig before

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they started their bombardment — using the largest naval artillery currently in the Gulf.

The Iranians were heard over the radio at one point pleading with the Americans to hold their fire in order to evacuate wounded oil workers. Dr Kamal Kharrazi, the head of the "war information department" in Tehran, said there had been "heavy casualties" on the rigs, but gave no details.

Both the Rostam and Rakhsh platforms have been used in the past for Revolutionary Guard attacks on shipping in the Gulf and to monitor military helicopters.

The US warships ordered all other vessels and aircraft to keep clear of the area of their bombardment, but seamen on board supply ships in the Gulf reported seeing vast columns of black smoke towering into the sky from the two platforms 20 miles apart. Iranian fire-fighting vessels could later be seen speeding towards the two rigs.

The Americans said they

Continued on page 24, col 3

## BR opens disaster inquiry

By Craig Seton

Passengers swam for their lives after a slow-moving diesel train plunged from a collapsed railway bridge into a flood-swollen river in South Wales early yesterday, killing four people.

Last night British Rail and the Department of Transport launched an urgent investigation into the crash of the 5.20am from Swansea to

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Shrewsbury. Two British Rail officials were on board specifically to check the state of the single-track line after severe flooding.

However, the driver braked too late to prevent the front carriage of the train plunging into the raging torrent.

Mrs Ann Angus, aged 65, was one of six people who survived when the first of two carriages of the locomotive dropped 10 feet into the River Towy as it crossed a 250-foot

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## Reagan seeks an end to tension

From Michael Binyon  
Washington

The United States has no desire for a military confrontation with Iran, but Tehran should be under no illusion about America's determination and ability to protect its ships and interests against unprovoked attacks, President Reagan said last night.

"We have informed the Government of Iran of our desire for an urgent end to tensions in the region and an end to the Iran-Iraq war," Mr Reagan said. He added that Iran had been warned many times of the consequences of laying mines, firing missiles, and carrying out unprovoked attacks on US and other non-belligerent shipping.

President Reagan first discussed military options with his advisers on Saturday afternoon, after visiting his wife in hospital, and the decision to go ahead with the attack was made soon afterwards. He then called congressional lead-

New York — The US strike was strongly applauded by Mrs Thatcher yesterday (Charles Brenner writes). Speaking in Dallas, Texas, where she is visiting her son Mark, she said: "It was absolutely right. It was a measured response to targets that were monitoring US and international shipping and directing attacks. We are in full support of President Reagan... We think it shows excellent leadership."

ers to the White House on Sunday evening to brief them on the operation, promising to report to them within 48 hours of the attack.

The US also consulted Kuwait in advance, and coordinated its action with the other Western allies with naval forces in the Gulf.

Mr Caspar Weinberger, the Defence Secretary, said the US had received good co-operation from Kuwait, Saudi Ara-

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## Crash of '87

### INDICES:

FT-SE: 2,052.3 (-249.6)  
Dow Jones: 1,989.72 (-257.02)  
DAX: 1,629.2 (-10.1)  
Gold: \$481.50 (+\$14.45)

### SHARE PRICES:

BP Telecom	235	down 25
BP Gas	142	down 25
BP	316	down 34
BP Aerospace	476	down 25
BA	186	down 32
BAA	138	down 11
British	279	down 36
Enterprise	275	down 36
R-R	184	down 22
TSB	134	down 12
KCI	£13 25/32	down 22 3/64
GEC	199	down 33
Natwest	645	down 104
Beecham	444	down 57
Grand Met	504	down 56
Royal Ind	458	down 77

### IN PART 2

## Woosnam win

Ian Woosnam beat Sandy Lyle at the last hole in the all-British final to win the Suntory world match play golf championship. Page 48

## On guard

British software firms will have to make more sure of their products' performance because of a new law to help purchasers, says Computer Horizons. Pages 17, 18

## Portfolio Gold

● The £12,000 prize in yesterday's *Times* Portfolio Gold competition — three times the usual amount as there were no winners on the previous two days — was shared by three readers. Details, page 3.  
● Portfolio list, page 31.

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## NEWS SUMMARY

## Pits lose money as ban continues

Only 24 of British Coal's 108 pits made a profit in the four-month period from April, according to figures leaked by the National Union of Mineworkers.

The company yesterday confirmed that losses since April have amounted to £85 million.

Sir Robert Haslam, the chairman and his management team reiterated their warning as the miners' overtime ban, now entering its fifth week, has cost the industry nearly £11 million in lost production and the miners £5 million in lost pay.

British Coal has said that its £650 million a year investment programme will be jeopardized if the miners continue the ban, introduced in protest against a revised disciplinary code.

To reduce manpower, British Coal has, until next March, offered an additional £5,000 on top of the £30,000 maximum a miner can now receive for leaving the industry.

## Spy plea blocked

A Hong Kong newspaper was yesterday refused special leave to appeal to the Privy Council in London against a ban on publication of extracts from *Spycatcher*.

The hearing, before the Privy Council's appellate committee, was the last opportunity for an appeal against the temporary injunction on the *South China Morning Post*.

The Attorney General, Sir Patrick Mayhew, QC, had earlier obtained a temporary injunction until the full issues had been determined at trial.

## Poppies dispute

A campaign to persuade teachers and pupils to wear white poppies as an "alternative" symbol on Remembrance Day was launched yesterday by the pacifist Peace Pledge Union. It published a booklet, *Peace and War*, describing red poppies as part of a ritual "intimately linked with militarism".

Mr Robert Dunn, Under Secretary of State for Education and Science, said: "The red poppy is recognized as a symbol of what successive generations have sacrificed in the cause of freedom."

## Waste ship crippled

The Vulcanus II, the American-owned ship which burns toxic waste in the North Sea, was towed to Rotterdam last night after it was put out of action during protests involving Danish trawlers.

The Vulcanus II was forced to stop burning its cargo of industrial effluent after the nets from one of the harassing trawlers became entangled in its propellers.

## Trapped by tunnel

A man was caught tunnelling a hole almost big enough for a prisoner to escape from a prison station yesterday. He was scraping away the mortar with a screwdriver to remove bricks from the station wall in Basildon town centre, Essex.

Six prisoners are being held there on remand as a result of the prison officers' dispute.

The man was discovered at 1.30 am by a police patrol. A motorcycle stood close by.

## Vauxhall talks fail

Two hours of talks failed to settle the strike by 3,500 workers at Vauxhall Motors' car plant in Luton yesterday. The company now stands to lose 597 cars a day with a showroom value of £4 million.

No new negotiations are planned.

The dispute stems from a decision to separate the car and van plants at the Luton site. Although the van plant was less efficient, workers' bonuses were calculated on the average productivity of both.

## £95,000 in damages

A child admitted for terminal care after a neurologist failed to diagnose intra-cranial pressure was awarded £95,000 agreed damages yesterday. Alison Bennett, aged six, of Flookburgh, Cumbria, went blind, cannot see or dress herself and is unable to walk normally. Her sight has returned, however, and the High Court in London was told she has made a remarkable recovery.

Mrs Margaret Puxon, QC, for the child, said her father's insistence on a second medical opinion was all that had saved her after Mr Terence Hannigan, the neurologist at Booth Hall Children's Hospital, Manchester, had not monitored the pressure on her brain in 1983. North Manchester Health Authority and Mr Hannigan admitted partial negligence.

## Labour wants Eire judges to sit in Ulster

The Government should consider allowing judges from the Irish Republic to sit in Ulster courts, Labour's spokesman on Northern Ireland said yesterday (Our Political Correspondent writes).

Mr Kevin McNamara urged Mr Tom King, the Secretary of State for Northern Ireland, to investigate the idea as a means of increasing confidence in the province's judicial system.

The Government has rejected an Irish government proposal to reform Ulster's one-man Diplock courts by introducing three judges.

In a letter to Mr King, released before the joint Anglo-Irish ministerial conference meets in Belfast tomorrow, Mr McNamara said the question of mixed courts deserved examination and "might offer similar benefits to three-judge courts".

He said: "The British Government has yet to announce any substantive measures designed to give the nationalist population more confidence in the administration of justice."

Mr King has ruled out the concept of mixed courts.

## Council staff win 10.6% pay increase

Unions representing more than a million manual workers in local government said yesterday they had accepted a 14-month pay and conditions package worth 10.6 per cent.

Mr Jack Dromey, national secretary of the Transport and General Workers' Union, said the agreement, which will give weekly increases of between £5 and £15, included a new grading structure.

Women, who make up 75 per cent of the local authority manual workforce, gained from the regrading exercise which underpinned the deal as it was weighted in favour of "caring jobs".

The agreement marked a decisive step in the unions' efforts to end low pay for council workers, he said.

There was scope to allow local discussions on new working arrangements.

Members of the three unions involved, the National Union of Public Employees, the General Municipal, Boiler-makers and Allied Trades Union, and the transport workers, voted for the offer by three to one.

## We bungled the election forecasts, admits BBC

By Richard Evans  
Media Editor

The BBC admitted yesterday it had repeatedly bungled its general election poll forecasts and signalled wide-ranging changes in an effort to avoid a repeat performance.

Seriously inaccurate predictions in the closing stages of the June campaign resulted in panic in the City, with £4 billion being wiped off the stock market in one day, and convinced Labour that it could still win.

In each case, the BBC polls and forecasts badly underestimated the extent of the Conservative vote and its lead over other parties.

The greatest embarrassment came on election night, when the BBC forecast a Conser-

vative majority of about 24 seats, based on the results of a Gallup poll.

An independent report into the fiasco, made public yesterday, concluded that the BBC's difficulties arose largely from "bad luck".

It added: "Almost everything that could go wrong did go wrong, not by much but by enough to create overall a great deal of embarrassment".

Mr John Birt, the BBC's deputy director-general, said the errors had proved a "salutary experience" for the BBC. A review of the polling and forecasting organizations used by the BBC was already under way. BBC journalists were also being issued with revised guidelines concerning future commissioning and design of BBC polls, and the

reporting of all polls.

BBC's *Newsnight* programme, which relied on a panel of voters in 60 Conservative-held marginals, was most at fault. Designed by academics and carried out by students rather than professional pollsters, it produced three results which were out of line with other polls. Its final survey in election week indicated the possibility of a hung parliament.

The independent report into BBC polling, produced by Professor Martin Collins, of City University Business School, says *Newsnight* embarked on a "particularly speculative exercise" without making use of the technical expertise existing within the BBC. It also criticizes the "sloppy" way in which panels

of voters were selected.

The lack of consultation with the BBC's broadcasting research department is also partly blamed for the election night forecast that the Conservatives were heading for an narrow victory.

The prediction was based on a Gallup poll in which those interviewed were asked 243 questions on the eve of poll and on election day. "The national estimates from this poll were wildly deviant from the election outcome, greatly underestimating the Tory lead", the report adds.

"The error in the BBC forecast has two components: the model used to convert votes to seats and the poll on which the calculations were based."

No mention is made in the

report of the role of Mr Vincent Hanna, the *Newsnight* election and polling expert, who was criticized by both Labour and Conservative politicians for the inaccuracies.

Mr Birt said an internal BBC report into the polling disaster highlighted difficulties with the system, rather than with individuals.

● The high standards of British television and radio must not be threatened by the American-style broadcasting revolution which will reach this country in the 1990s. Mr Timothy Renton, a Home Office Minister of State, said.

His warning comes after a fact-finding tour of the United States and Canada last week during which he was told repeatedly of the dangers that

a flood of new channels could pose to quality.

"We are going to get a greater diversity in broadcasting and we really must do what we can to keep up standards, not in terms of forcing highbrow programmes down people's throats, but making sure the different stations are not all offering the same thing at 8 o'clock at night."

During his trip, he expressed concern about excessive violence in such American programmes as *Miami Vice*, and immediately found himself under fire for the quantity of sex contained in British television and films. "We have far more rolling around in bed than they do."

Leading article, page 13

## Enterprise is key agency in rural jobs revival

By John Young, Agriculture Correspondent

More local enterprise agencies are needed to encourage the growth and diversification of rural employment, a report published yesterday says.

Such agencies would be supported by the Government, local authorities and large industrial companies, and councils should take a more positive attitude to planning controls over change of use, conversion of redundant buildings and development for industrial purposes.

The report has been prepared by Rural Voice, an umbrella group formed in 1980. Its members include parish councils, churches, the Country Landowners Association, the National Farmers' Union, the agricultural workers' branch of the Transport and General Workers' Union, the Council for the Protection of Rural England and the National Federation of Women's Institutes.

The Rev Jeremy Martineau, the group's chairman, yesterday called on the Government to produce a considered rural policy, wider in scope than its recent pronouncements on education, housing and the Community Charge. Such a policy was overdue, he said.

The report points out that there has been a significant fall in the population of Britain's main cities, and a matching rise in that of most rural regions.

Thousands of companies, and hundreds of thousands of people, are moving from the cities to live and work in country towns, villages, and even hamlets and isolated rural buildings.

At the same time genuine deprivation and suffering can

be found throughout rural England as a result of low incomes, low personal mobility, poor housing and lack of ready access to services.

Rural economies are generally not strong, and their weaknesses have been emphasized over the past 30 years by a huge drop in the labour force in the primary industries of farming, forestry, mining, quarrying and fishing.

Many lower income people, despite having roots and even jobs in a rural area, are unable to find housing to buy or rent within their means.

They may be forced to live in crowded or unfit dwellings or to move elsewhere, with a consequent disruption of the family care on which many elderly or infirm people depend, and reducing the variety of skills needed to support an integrated local economy.

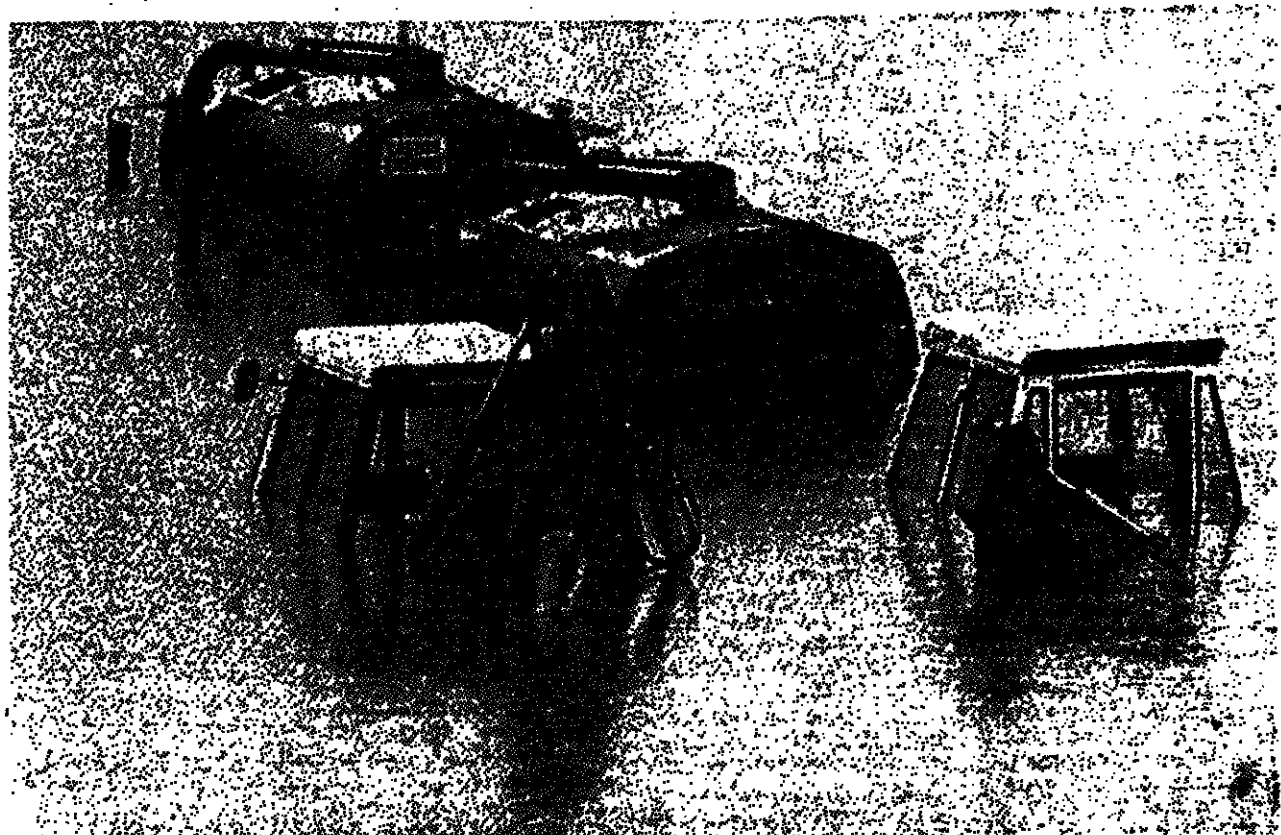
The report says the trend towards centralization of health and social services should be halted and, if possible, reversed. There should be a presumption against the closure of cottage hospitals, doctors' surgeries and village pharmacies.

There should also be a presumption against further closures of magistrates' courts, police and fire stations. British Telecom should commit itself to sustaining the network of rural telephone kiosks and their maintenance.

Village halls should, where necessary, be modernized and extended and, if services such as post offices, shops, surgeries, dispensaries and libraries are at risk, adapted for those purposes.

A Rural Strategy (Rural Voice, Stable Yard, Fairford Park, Gloucestershire GL7 4JQ; £1.50).

## First the gales and now the flooding



After last week's gales, this week's floods came to Wales, and council workers clearing up storm damage faced an additional handicap yesterday when they found their tankers and diggers standing out of action and under water at Carmarthen depot.

## Government help announced

## Main cost falls to councils

By Philip Webster, Chief Political Correspondent

The Government decided last night to give emergency aid to local authorities to meet some of the cost of the havoc caused by last week's hurricane.

A meeting of senior ministers decided to put into immediate action a formula agreed four years ago to help local councils face up to the costs of extreme weather conditions.

The decision, announced in Whitehall by Mr Nicholas Ridley, Secretary of State for the Environment, after the Cabinet Office meeting means that the Government will pick up 75 per cent of the costs, after the councils themselves have spent the product of a penny rate in their areas.

The formula means that the main expenditure will still fall on ratepayers and is unlikely to satisfy Conservative MPs in the worst affected areas or the opposition parties.

The emergency rules were introduced in 1983 after the experience of the bitter 1981-82 winter.

The emergency aid will apply to local authorities in the east and south east of England and in Wales which was severely affected yesterday by flooding.

Mr Ridley told reporters that the Government had no idea yet of the total costs of the hurricane. There are to be discussions with local authorities as soon as possible.

The formula, known as the "Bellwin Scheme" after the

Two Sealink ferries were still out of action yesterday.

The *Hempist*, which was beached at Folkestone, Kent, will not be refloated until later this week, the company said.

Insurance assessors inspected damage to lorries, cars and coaches on board the St Christopher which limped into Dover Harbour after struggling against hurricane-force winds for more than 10 hours after leaving Calais.

There were 20 cars, 12 lorries and five coaches on the vessel. Most were removed after the inspection.

The company said: "Three freight lorries overturned on the upper deck and we have yet to get them out."

"It is hard to see when the St Christopher will be back in operation because of storm damage to her upper car deck and the fact that her forward door is severely buckled."

former Environment Minister who introduced it in 1983, would mean that Kent, where the costs of the hurricane are estimated at £20 million would first have to pay £2 million, which is the product of a penny rate in the county, and then 25 per cent of the remaining figure.

A government statement on the crisis will be demanded when the Commons returns tomorrow after the summer recess.

Meanwhile Mr George

Younger, the Secretary of State for Defence, is ordering an inquiry into the failure of the Meteorological Office to give adequate warning of the disaster.

● Insurance companies are drafting in extra staff to deal with a flood of claims (Peter Mulligan writes).

Although estimates of a record pay-out have been made, they reported yesterday that it was still too early to predict the final sum accurately.

The Sun Alliance Insurance Group said that on Friday it had estimated a £30 million pay-out on domestic property but that has been revised to a figure nearer £60 million.

At Commercial Union Assurance, contingency plans are being put into force under which staff are being switched from other departments in the South-east to provide clerical back-up for claims.

Prudential Assurance said that its pay-out would exceed the £15 million paid after the freeze last winter.

According to the Association of British Insurers, it would take about a month before a figure could be put on the claims. It added: "It is going to be one of the worst."

The Sun Alliance referred to the east coast floods of the 1950s, which it described as a catastrophe, and said: "The indications are that we might be getting towards that."

## Farmers angry at ministry

By Our Agriculture Correspondent

With hundreds of farms in south east England still without electricity supplies, there were angry complaints yesterday about the Ministry of Agriculture's failure to fulfil its undertaking to make emergency generators available.

Mr Peter Barton, who owns three poultry farms near Haywards Heath, in Sussex, said that 100,000 birds were dead or dying because they could not see to eat. He was desperate for a generator but had been told by his local ministry office that they were all held by the Army which was refusing to release them.

Mr Roger Stiles, a dairy farmer of Dunsford, near Godalming, Surrey, said he had to throw away 2,500 litres of milk yesterday morning and would have to go on doing so until electricity supplies were restored. He had a small generator but it was not powerful enough to keep the milk cool.

The Army said yesterday that it was doing everything it could to make generators available and had already helped several dairy farmers.

The ministry said that it was still "looking at the possibility" of supplying more generators but it understood that, for strategic reasons, the main stock was held by the Army.

## Whooping cough vaccine unsafe, says expert

By Paul Valley

An eminent immunologist told the High Court yesterday that the vaccine which led him to contract whooping cough was unsafe.

He was giving evidence in a test case which could determine more than 200 claims for damages brought by the parents of children who suffered brain damage after receiving the vaccine.

Professor Wolfgang Ehrengrut, who retired in 1984 as head of the vaccination and virology department at Ham-

burg University, said that his suspicions of the pertussis vaccine was aroused in 1948 when he first saw a child go into convulsions after it was administered.

He began to collect clinical evidence and in 1962 publicly condemned the vaccine. He said that all the research since supported this conclusion.

The vaccine is "not ineffective but it is a little unsafe", he said when cross-examined by Mr Anthony MacIn, QC, for the Wellcome Foundation, one of the manufacturers of the

vaccine, and Dr George Renton, a general practitioner accused of negligence in administering it.

Previous expert witnesses have also maintained that the vaccine can cause brain damage, but have said that the benefits outweighed the risk.

Professor Ehrengrut is one of a number of German doctors whose research led the German government to withdraw its approval for routine whooping cough vaccination.

The professor said: "A doctor has a responsibility to

consider the slightest hint of a neurological complication."

He said that brain damage followed convulsions which were six times more common in babies who had the vaccine than those who did not.

That compared unfavourably with other vaccines in a study of 24,198 smallpox inoculations there was not one convulsion.

There was no way of proving scientifically a causal link between the vaccine and the damage, he said.

The case continues today.

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AIRLINES OF SPAIN



# I hate violence and the IRA, bomb trial defendant says

By Stewart Tindler, Crime Reporter

A science graduate accused of making bombs for the IRA told the Central Criminal Court yesterday he abhorred violence and totally disagreed with the IRA.

Gilbert McNamara, aged 27, from Crossmaglen, Co. Armagh, told the court his father had been killed in a public house explosion in Crossmaglen and two cousins were assassinated by the IRA. He said: "I am opposed to any sort of violence at all."

Under cross-examination, Mr McNamara said he was, like his father, a nationalist who believed in a united Ireland but he was not a republican, nor did he take any interest in Sinn Féin, political arm of the IRA.

His two cousins died after giving information to the police about what they had seen the IRA doing. Mr McNamara said his father died a year after the bombing.

He said: "I do not agree with violence, whether it comes from the IRA or the RUC or anyone else. It is actually impossible for me to be a member of the IRA. Can you imagine the IRA having me as a member after shooting members of my family?"

He told Mr Roy Amlot, for the prosecution: "I avoid the IRA. There are two ways of living in Crossmaglen. One is being a member of the IRA, or being a civilian, with nothing to do with either side, getting on with your own life."

Opening the case for Mr McNamara, who has pleaded not guilty to conspiring to cause explosions, Mr Richard Ferguson, QC, for the defence, told the jury his client had been accused of making the radio-controlled bomb used to kill four soldiers in London's Hyde Park in 1982.

Mr Ferguson said the prosecution had only been given leave to include evidence from the Hyde Park bombing a few weeks before the trial.

He told the jury: "The cynic might say that the Hyde Park evidence had been introduced to play on your emotions, to create an aura of prejudice, so that you are blinded to the real issue."

Security forces in Northern Ireland have seized more than five tonnes of terrorist explosives so far this year, they disclosed yesterday.

It is the largest amount uncovered in any of the past 11 years and a serious blow to the IRA bombing campaign.

The figure was released by the Royal Ulster Constabulary after the discovery and successful defusing of the biggest bomb found in Northern Ireland at the weekend: a 3,000lb device at a farm at Omagh, Co. Tyrone.

Despite the successes, police chiefs have warned the province to be on the alert against an expected IRA upswing in activity in the run-up to the annual conference of Sinn Féin in Dublin at the end of the month.

Issue that whether or not there is an innocent explanation.

Mr Ferguson told the members of the jury they were not there to find "a sacrificial victim for Hyde Park". Mr McNamara's fingerprints had been found on two pieces of tape discovered in two explosive cases and on a battery used for a bomb in Kensington, west London.

Mr McNamara had worked part-time for a company making electronic gaming machines across the border from Crossmaglen in Dundalk. Mr Ferguson said Mr McNamara was "unlucky enough to be employed by someone you now know to be a convicted terrorist".

One of the owners of the company, George McCann, had been convicted in France for smuggling arms. Mr James McCann, his brother and co-owner, was wanted in Northern Ireland as a member of the IRA.

Mr Ferguson told the court that the defendant had seen the results of terrorism at first hand. "He grew up in this atmosphere of violence and what he saw and has seen reinforced that repugnance."

Asked by Mr Amlot how his fingerprints could have got on tape, Mr McNamara suggested someone else could have used the roll of tape after he

finished with it. Something he had used innocently then been used by someone else.

He said he worked for six years for the Kimble Manufacturing Company in Dundalk but never knew anything of any terrorist activity. He told the court that, had he known the IRA was working there, he would have left. He did leave three weeks after George McCann was arrested last year.

Mr Amlot was told by Mr McNamara that neither he nor his family were wealthy. Counsel asked who had paid to bring two defence witnesses from the United States. Was the cost being met by the IRA? Mr McNamara denied that. He said his brother, a draftsman, was paying.

Asked about his interviews with police in Northern Ireland, he said nationalist leaders advised people not to answer questions when interviewed by the RUC.

Mr McNamara said the IRA would come after people who had talked to the police to see what they had said.

Asked if that meant he did not believe in co-operating with the RUC, Mr McNamara said: "Certainly not. The IRA would kill you."

Mr McNamara told the court that he knew the McCann brothers had republican sympathies but he did not know they were members of the IRA. He graduated in 1982 from Queen's University, Belfast, with a BSc degree in physics but there was little work to be found.

He told the court: "There is very little for physicists round where I live". Working for the Dundalk company he handled gaming machines and repaired electrical equipment such as CB radios.

Mr McNamara said he was arrested in his flat in Crossmaglen last summer by soldiers. Questioned later by a Scotland Yard detective he told the officer: "The only thing I have got to say is I have never been involved with explosives".

The hearing continues today.

## Lord Havers back at work



Lord Havers was back at the reins as Lord Chancellor yesterday, proclaiming good health and tackling a huge workload with some zeal. "I am feeling fine", he said, "and I very much enjoyed Nigel's appearance on television last night." (His son Nigel stars in the series *The Chancer*.)

His private secretary, Mr Paul Stockton, confirmed the Lord Chancellor was back on form: "We have

given him a mass of work and he has ploughed through the lot."

Three weeks ago, Lord Havers was admitted to hospital for tests after a whistle-stop world-wide tour. Dismissing rumours that he would shortly resign, he was discharged to convalesce 10 days ago and yesterday was starting work on the main items in his in-tray: the Legal Aid Bill and civil justice review.

(Photograph: Denzil McNeelance)

## Worker burnt in birthday prank

A machine operator at a biscuit factory suffered second degree burns when he was thrown into a vat of hot marshmallow as a birthday prank, a court was told yesterday.

Mr Paul Shaddock, aged 27, who suffered burns to a large part of his body, said he had "struggled and shouted" when his colleagues carried him towards the vat.

Mr Shaddock told the court: "When they carried me across the floor I realized they were going to throw me into the vat. I felt myself being swung back and forth. The next thing I remember was the heat."

Mr Stephen Pearce, for the Health and Safety Executive in Cardiff, told Cwmbran magistrates: "When he arrived at work it became clear to Mr Shaddock that a practical joke was to be played on him."

He was completely submerged in the vat.

John Francis, aged 30, the foreman, and Gary Slade, aged 22, both of Cwmbran in Gwent, together with Randolph Meacham, aged 33, and Christopher Perry, aged 21, of Pontypool, Gwent, admitted contravening health and safety regulations. They were each fined £100 and ordered to pay £50 in compensation.

A fifth worker, Steven Groves, aged 25, denied carrying Mr Shaddock but was found guilty, fined £125 and ordered to pay £50 compensation. All five had been dismissed.

## Portfolio Gold—A holiday beckons for winner

Three winners share the Portfolio Gold prize of £12,000, three times the usual amount as there was no winner for two days.

Mr John Davey, aged 80, of Palmerston Road, Backhurst Hill, Essex, said he planned to spend some of his windfall on a holiday with his wife Hilda.

He said he had been playing the competition since it started and had taken *The Times* for 46 years. Mr Davey worked for a City stockbroking firm for 50 years.

Also sharing the prize are Miss Verity Butcher, of Lingfield Close, Northwood, north-west London, and Mr David Banks, of Horston Close, Aylesbury, Buckinghamshire.

Readers can obtain a Portfolio Gold card by sending a stamped addressed envelope to:

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Blackburn,  
BB1 6AJ.

## Radio carries message for kidnap victim

A message from the family of Mr John O'Grady, the kidnapped Dublin dentist, was broadcast on Irish radio yesterday, six days after his abduction.

Broadcaster Gay Byrne read the message from Mr O'Grady's father-in-law, Dr Austin Darragh, yesterday morning.

The brief message assured Mr O'Grady, aged 38, that his elderly mother, Kitty, had recovered from an illness, and that the rest of the family was well.

According to Irish police, no further contact has been made with the family by the four members of the kidnap gang about their demand for £130,000 (£265,500) for the release of Mr O'Grady.

Irish police last night appealed to farmers and land owners for their assistance in the search for Mr O'Grady. They asked them to search outposts and derelict buildings on their land.

## National Trust in joint Royal Opera project

The Royal Opera House and the National Trust are collaborating on a pilot educational scheme which could have important implications for the future (Our Arts Correspondent writes).

The project might pave the way for the resident Covent Garden companies to perform at National Trust properties during the Royal Opera House's proposed two years of closure for redevelopment.

The first joint venture between the two institutions involves members of the

Royal Opera, Royal Ballet and the Young National Trust Theatre working at schools in Cornwall. It will culminate in 150 schoolchildren performing with professional artists at Lanhedock, a National Trust property near Bodmin.

The Royal Opera House's controversial £98 million development plans, soon to be challenged in the High Court, would mean the Covent Garden building being closed between 1992 and 1994. Opera and ballet performances at National Trust properties would ease the situation.

## Benefit reforms 'will leave millions poorer'

More than four million people will be worse off when the Government introduces new levels of social security benefit in April, according to the Labour Party and the Association of Metropolitan Authorities (Our Social Services Correspondent writes).

Mr Robin Cook, Opposition spokesman on social security, said the new figures for income support and housing benefit, expected to be confirmed in the House of Commons next Tuesday, represented a cut in real terms from figures given earlier.

Mr Cook said the figures, produced in a White Paper in 1985, were condemned at the time for being inadequate but ministers had then said the figures were only illustrative and would not turn out to be as low.

Mr Cook said: "If these figures are confirmed the position is going to be even worse than we feared."

The AMA said the changes in housing benefit constituted an attack on the poorest members of society—the elderly, the low paid and single parents.

## Child abuse

### Doubt over taped evidence

By Frances Gibb, Legal Affairs Correspondent

The Government appeared to reject yesterday proposals from an all-party group of peers that video recorded interviews with alleged victims of child abuse be admissible at a trial.

Mr John Patten, Minister of State at the Home Office, said on the eve of the Lords committee stage of the Criminal Justice Bill: "I do not see

the issue of video recordings as being central."

The Government is to bring in live video links for child abuse trials to avoid the need for victims to be in court.

It also intends to change the rules so that the evidence of a child need not be corroborated and would be treated like that of an adult, he said.

However, the case for video

recordings, being led by Baroness Faithfull, was much more complex than those for live video links.

Mr Patten also criticized the opposition which he said had not been helpful about the Government's proposals for live video links in child abuse cases when the Criminal Justice Bill was in the Commons shortly before the election.

If the Government could have pushed through its proposals with the old Bill, some of the recent "harrowing cases where the judiciary is taking a particular line could have been avoided", he said.

Lord Cullen, Home Office Minister of State who is taking the Bill in the Lords, said that if video recordings were admissible, then it could mean extra stress for the child.

The child might have to be extensively cross-examined months later at the trial if taped statements differed from evidence in court.

A girl aged 13 will make legal history at the Central Criminal Court tomorrow when she gives evidence from behind a special screen shield against three men accused of sex offences.

The screen has been put up to prevent her seeing or being seen by the three men accused of sexually abusing her and other children. The Common Sergeant of London, Judge Thomas Pigot, approved "the radical departure from precedent" to help to prevent children from feeling tense.

A 17-year-old girl and a 16-year-old man deny sexually abusing children between the age of seven and 12 on or before October last year.

### Professor urges check on medical diagnoses

By Peter Davenport

The chairman of an independent panel of medical experts formed to give second opinions on Cleveland children alleged to have suffered sexual abuse, gave a warning yesterday against allowing a single individual to decide the fate of such children.

Professor Israel Colvin, of the department of child and adolescent psychiatry at Newcastle upon Tyne University, was giving evidence on the thirty-eighth day of the judicial inquiry into the crisis, chaired by Mrs Justice Butler-Sloss.

Professor Colvin presented 18 pages of evidence to the inquiry, containing a series of suggestions for sound medical practice in the field of child sexual abuse.

The inquiry has been told of medical debate over the use of a controversial diagnostic technique, anal dilation, employed by the two consultant paediatricians at the centre of the affair, Dr Marietta Higgs

and Dr Geoffrey Wyatt.

Professor Colvin said categorical conclusions were seldom in order when physical findings were considered in isolation.

"It is essential to keep an open mind, to listen to the child and family and to collate all available information before formulating a view. It may not be possible to be certain about a diagnosis even when a great deal of information is available."

The panel believed that rarely should any one individual have the power to weigh all the clinical evidence, diagnose and then decide the implications for a child.

Professor Colvin said that in future, social services departments, paediatricians, police surgeons and child psychiatrists should all have important roles in the assessment of child sexual abuse.

The inquiry continues today.

## Hubbard's cupboards bared

By Sarah Jane Checkland, Art Market Correspondent

The cupboards once belonging to the original nursery-rhyme Mrs Hubbard will be quite bare by this evening, when Christie's finish its sale of the contents of Kitley House, Yealmpton, Devon.

However the one surviving item actually connected to Mrs Hubbard—her dog (now stuffed)—will remain unsold, as Christie's staff only found it during the weekend.

"Mrs Harrison, the housemaid from 1936, turned up at the previews with an old photograph of Mother Hubbard's cupboard and, as a result, we identified the dog", said Mr William Lorimer, a Christie's expert.

Kitley House, a nineteenth century Tudor revival pile,

### SALEROOM

has been the seat of an ancient Devon family called the Bastards since the early eighteenth century. It was during the 1810s that a step-aunt called Miss Sarah Martin amused the children of the house by making up verses about Mrs Hubbard and her dog.

Prices have been healthy, if more modest than those we have become accustomed to hearing about. Exceptional prices included those for two stone tables with mottled pink and white marble centres,

which went for £32,000 (hammer price) and £28,000 respectively, each outstripping their estimates by more than £20,000. A pair of George IV polychrome armchairs fetched £22,000, compared to their estimate of £8,000 to £12,000.

Christie's had held high hopes for a set of furniture which was made for the house in the 1820s. "There is a tantalizing suggestion that it was designed by the architect G.S. Repton himself", Mr Lorimer says. But most of the "Repton" lots remained within estimate, a pair of George IV oak ottomans going for £1,000 (estimate £800 to £1,200) and two similar side tables for £2,300 (estimate £1,500 to £2,500).

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# Victims of crime to get a better deal says Hurd

By Peter Evans, Home Affairs Correspondent

Crime victims are to be given a better chance of compensation.

Mr Douglas Hurd, Home Secretary, said yesterday that new procedures, soon to be introduced, would ensure that police officers recording crimes would take full details of victims' injuries and losses.

"These details will be put before the court by the prosecution when a case is heard so that it can accurately assess the compensation to be awarded against the offender."

Mr Hurd, who was addressing the annual meeting of the National Association of Victims' Support Schemes, said that every victim reporting personal injury, loss or damage, would be given full details in a leaflet about the possibility of compensation and about victims' support.

"In addition we shall be reminding police forces of the importance of providing victims, wherever possible, with information about the progress and outcome of inquiries and prosecutions relating to the offence they have suffered."

"We are carrying out research and studies of police-victim liaison to establish cost-effective ways of keeping

victims informed on a more systematic basis."

Mr Hurd said that the victim was being placed firmly centre-stage by the Criminal Justice Bill.

Rape victims would benefit from greater anonymity, victims of child abuse would be able to give evidence by video links, the Criminal Injuries Compensation Board would be put on a statutory footing, and courts would have to state their reasons for not awarding compensation to a victim of personal injury, loss or damage to property.

Mr Hurd praised the work done by victims' support schemes for the practical, spontaneous and personal qualities which had again been demonstrated in the aftermath of the Hungerford shooting.

Ms Helen Reeves, director of the association, said that more than 7,000 volunteers were receiving a quarter of a million referrals a year.

There are 320 local support schemes serving about three-quarters of the country. They arrange for trained volunteers to contact victims of crime, to offer support and practical help.

## Man selling the North resigns to move South

The man appointed to sell the North-east of England to international investors has quit his job because his family could not settle in the area.

Mr Martin Eastale took up the £45,000-a-year post as chief executive of the newly created Northern Development Company, the region's main job-hunting organization, on May 1 after four years with the PA consulting group in London.

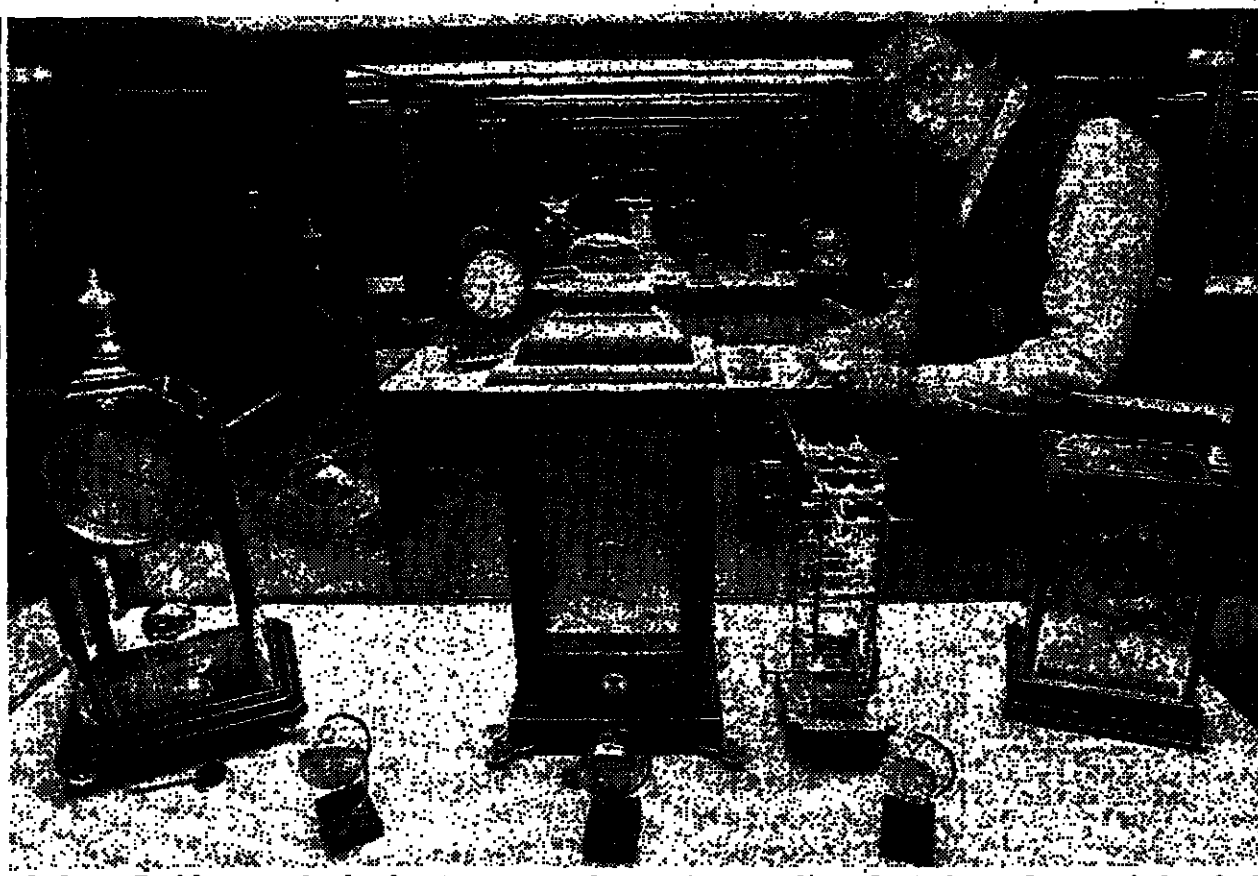
He moved his wife and two young daughters to temporary accommodation in the Tyne-side industrial area of Wallsend while they looked for a new house. But the family

failed to settle and Mr Eastale resigned.

Mr Eastale, aged 39, was appointed from 150 applicants for the job after extensive national advertising. It was regarded as a key post in the drive to regenerate the North-east and attract new investment in the area.

Only a few weeks ago he launched the new video prepared by the company extolling the virtues of the area to foreign companies and investors.

Mr Eastale and his family have now moved back to the South-east.



Mr George Daniels passes the time in admiration at London's Goldsmiths' Hall. He was examining the workmanship at the exhibition of contemporary British Clock and Watch Making which opened yesterday. He is seen standing behind a case containing a pair of Sinclair Harding eight day calendar clocks with a Keith Davis eight day clock

between them. In front of them are three watches made by Mr Daniels. The exhibition, organized by the Worshipful Company of Clockmakers, of which Mr Daniels is Past Master and liveryman, includes a wide variety of timepieces from long case, skeleton and carriage clocks to chronometers and strikers. The show includes the work of both amateur

horologists, such as a retired academic engineer, and professionals. The exhibition has attracted almost ninety examples of the work of 42 designers, clock and watchmakers, some of which took more than a year to complete, and is open from Monday to Friday (10.30am to 5pm) until November 6. (Photograph: John Rogers).

## Prisons dispute

### Night in the cell costs £200

By Our Home Affairs Correspondent

More than £274,000 a night is being spent on housing prisoners in police cells because of the prison officers' dispute.

Each of the 1,372 prisoners being held in police cells is costing the Home Office about £200 nightly, it was disclosed yesterday. That compares with an average cost of £125 to keep a prisoner in jail a week.

The prisoners are being turned away by officers at six prisons because of a manning dispute.

Last year it cost the Home Office £6.5 million in the year ending March to keep prisoners in police cells. That was based on a figure of £125 per prisoner per night; the estimated cost has gone up because of extra travelling.

There were 66,000 prisoner nights spent in police cells in the year to March. Between March 31 and mid-August this year, 22,000 prisoner nights had been spent in police cells. Prisoners are now being

held in police cells as far apart as Cumbria and Cornwall. The growing crisis was indicated yesterday by calls for help by police to the Mutual Aid Co-ordination Centre set up in Scotland Yard.

Two large operations boards with the list of 43 police forces in England and Wales told the story.

Mr Peter Wright, acting president of the Association of Chief Police Officers and chief constable of South Yorkshire, who opened the centre on Friday, said a total of 477 prisoners were held in the Metropolitan area and 895 were accommodated by 34 other forces.

Mr Wright said: "We do not direct where they are going to; we simply ask forces what facilities have you got in case of need."

Two hundred of the prisoners are committed for trial, more than 100 are sentenced

and the rest are remanded to magistrates courts.

If prisoners have been sentenced, the policy is to move them further away. The day develops a rhythm of its own, with sentenced remand prisoners from the previous day moved first. By 3pm the Metropolitan Police will know how many prisoners they cannot accommodate.

A computer logs the latest position. It tells police officers sitting at a long table where the cell space is and how many prisoners are held.

The centre was opened by Mr Wright at the request of Mr Peter Imbert, the Metropolitan Police commissioner.

The prison officers' refusal to accept new prisoners is affecting Pentonville, Wandsworth, Wormwood Scrubs, Chelmsford, Camp Hill, Ashford and Middlesex prisons.

The Home Office estimates that on Friday 477 places were lost due to industrial action.

## Paper offers libel apology to doctor

A "cover up" claim against a doctor over side-effects of Depo-Provera, the anti-sickness pregnancy drug, ended with an apology for libel in the High Court yesterday.

Dr Peter Birkett, who is based in the United States, was alleged to have misinformed a colleague about the drug being associated with a deformity and failed to tell him of 13 similar cases.

The allegations appeared in *The Sunday Times* in 1980 and were "wholly misplaced", Mr Charles Gray, QC, for Dr Birkett, said.

He told Mr Justice Webster that Dr Birkett had been "scrupulously careful" in recording possible reactions to drugs. The claim that he attempted a cover-up was "utterly unfounded".

The newspaper and Mr Harold Evans, its former editor, had agreed to apologize for the "baseless slur" on his professional reputation and integrity and pay his legal costs.

One of the first decisions awaiting Mrs Margaret Thatcher on her return from North America is whom to appoint as the next chairman of the Conservative Party. The most extraordinary feature of this issue is that it should have aroused so much political passion, which makes it doubtful if the wisest course will be taken.

If the question were simply whether the most likely choice, Lord Young of Graffham, is qualified for the job there should surely be no argument. He has the necessary authority in the party and the Government. He has the organizational capacity. He has Mrs Thatcher's personal confidence, which is especially important in this post.

Why then should there be so much controversy? Partly because of considerations of personal power and influence, which are the stuff of politics, but which ought to be irrelevant to this decision.

Lord Young has made no secret of his wish to remain Secretary of State for Trade and Industry even if he becomes party chairman as well. That would give one man a position of great strength in both the party and the Government, which some of his colleagues would find disconcerting.

These personal jealousies and animosities are all the more acute because Lord Young clashed so sharply with the present chairman, Mr Norman Tebbit, towards the close of the election campaign.

Mr Tebbit has already lost the close understanding which he used to enjoy with Mrs Thatcher, and it would seem like a double rebuff if he were now to be succeeded by Lord Young.

## Old wets versus the new dries

Nor are the personal suspicions all on one side. Lord Whitehead and Mr John Wakeham are believed to be among those with the strongest misgivings about appointing Lord Young.

So there is a tendency to see the opposition as the last stand of a paternalist old guard, which sets the controversy over the chairmanship in a broader context — old wets versus new dries, faint hearts against true Thatcherite believers.

It is all these factors which have raised the political temperature among Conservatives, but none in my judgement should affect the choice of a new chairman. A more substantial objection to appointing Lord Young

## COMMENTARY

Geoffrey Smith

is that there might appear to be a conflict of interest if the Cabinet minister responsible for industry were also directly concerned to attract contributions from industry to the Conservative Party.

No matter how strictly the proprieties were observed, there might be needless political embarrassment in repeatedly having to refute the charges.

But the party chairman does not have to solicit money personally. That can safely be left to the treasurer. Moreover, Lord Young could always hand over responsibility for decisions affecting individual companies to his Cabinet colleagues at his department, Mr Kenneth Clarke.

The real objection to making Lord Young party chairman is that this would not be the best way for Mrs Thatcher to use the top talent at her disposal. There is a bigger task for the party chairman now than is usual at the beginning of a government's term of office because of the need to improve the organizational structure at the Central Office. But it would still be better for the key figures in the Government to concentrate on running the main departments.

Not even the ablest minister can be in two places at once. If Lord Young becomes party chairman, either the party or industry or both will feel that it is not getting enough of his time.

If the Conservatives start losing by-elections in mid-term, as they are likely to do, he could easily be blamed for being a part-time chairman, even though that would have nothing to do with the defeat.

It would be better to appoint a senior minister of state and give him a place in the Cabinet. Then in two or three years the Prime Minister could decide whether it was necessary to bring in someone of Lord Young's standing to take the party into the next election.

# Storm Damage.

## A message to all Guardian Royal Exchange policyholders.

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First, here is some general information that we hope you will find helpful.

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- Then arrange for GRE to be told, but do not let this hold up the repair work.
- Please keep all estimates and accounts for submission to GRE with a claim form or explanatory letter - many of our policy booklets contain claim forms.

### The Policy Cover

- Our home insurance contracts on houses and/or contents cover storm damage, with certain exceptions (common to most insurers) such as fences and gates and the cost of removing trees which have not damaged the private residence and outbuildings. Unlike many other policies, these contracts do not contain an 'average' clause, which means that full cover is provided for insured losses up to the sum insured.
- Policyholders whose loss settlements indicate a degree of under-insurance will naturally be asked to rectify this for the future, since our home insurance contracts are issued on the basis that the insurance is for full value.

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# Murder trial handyman beat his wife during fights

Geoffrey S...

A former handyman accused of five murders at a Hampshire country house yesterday admitted he used to beat his wife during frequent fights when she would not let him have his way.

George Stephenson, aged 36, who used to work at Burghate House, Fordingbridge, told Winchester Crown Court that his wife came off worse because he was stronger.

He was asked about the fact he had attempted to strangle his wife, who he called "Nonnie", after he had been arrested.

Mr Stephenson read two of them to the jury at the request of Mr Rock, Tinsley, counsel for one of his co-accused.

In one, he said the police had explained to him that she did not want to see him ever again and he fully understood and respected her view.

He said in the letter: "When we first met, I fell in love with you. You were everything I wanted in life."

He said "cash had been a problem in their marriage. The king continued: "I know I had been on numerous occasions, not the sort of thing a man should do to a woman."

Questioned about the letter, Mr Stephenson said: "She was and beat me."

"If I was drunk and I was in her back, if she kicked me, I kicked her back. I was drunk and I was in her back, I kicked her back."

Mr Stephenson agreed to have a conviction for gross bodily harm in 1967 and said he had been jailed for two and a half years in 1980.

Mr Stephenson explained the second conviction. He said he had been entertaining two women at a Cambridge hotel on a stolen credit card.

Police came and he squirted an officer in the face with tear gas before running away.

He admitted that, in his hotel bedroom, he had had a loaded Luger pistol which had been given to him and he also had gelignite.

Mr Stephenson, who was charged with the murders of Mrs. Rosemary, Mrs. Joan, Mrs. Mary, Mrs. Margaret and Mrs. Mary, said he was a handyman at Burghate House, Fordingbridge, where he had been working for 10 years.

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Baker tells students' morale over new exam

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## Migration to North fuels home price rises

By Peter Mulligan

House prices in the North are being pushed up by people moving there with money to spend after selling their homes in the South-east, the Royal Institution of Chartered Surveyors said yesterday.

Mr Peter Miller, housing spokesman for the institution, said that the so-called "ripple effect" was fuelling house prices in areas as far away from London as Newcastle upon Tyne.

Commenting on the institution's latest quarterly survey of property values, he said: "People who are moving from the South are doing so with a fair amount of cash in their pockets."

"We are experiencing a far more buoyant market in the North than for some time."

The institution's survey of 143 estate agents in England and Wales shows that house prices rose by up to 8 per cent in the three months ending in September.

It believes that competition for mortgage business and steady interest rates are also contributing to the price rises.

"People are able to get hold of mortgages from a variety of sources now. With the race on to get property, they will stretch themselves and consequently prices are being met," the institution said.

## Experts say lease boom is unlikely

The Government's recently announced plans for housing envisage a significant increase in private lettings. In the second of two articles on private sector renting, David Walker, Public Administration Correspondent, looks at how many new lettings there will be and at what rents.

The recent White Paper Housing: The Government's Proposals was strong on rhetoric about the role of the private landlord and rejuvenation of private renting, but light on arithmetic.

The Department of the Environment has no figures for the effect of its proposals which will, it hopes, revive the private rented sector, now accommodating only 9 per cent of households.

Mr William Waldegrave, Minister of State for the Environment, has made much in his speeches about 500,000 private properties lying empty because Rent Act restrictions stopped them being let. In fact, a 1977 DoE study showed that only 6 per cent of properties were off the "market" solely because of the Rent Act.

Many properties were vacant because they were too old, or too dilapidated or were simply awaiting new occupants. That suggests that the reservoir of properties ready to be released once the rent laws are changed may be smaller than ministers would wish.

Failing the Government, are academics or landlords able to predict just how many new lettings there might be if, as the Government proposes, rents are allowed to reach market levels and landlords' rights are enhanced?

Dr Christine Whitehead, of the London School of Economics, and Mr Mark Kleinman, of the department of land economy at the University of Cambridge, are authors of the most up-to-date analysis\*. They have tried to calculate what kind of returns would tempt landlords to let rather than sell.

Mr Kleinman said: "Look at London, where there already is a rental market, outside the Rent Act. Property is let on holiday or company tenancies, or as 'bed and breakfast' in a whole series of fringe arrangements. That gives us an idea of what landlords are actually looking for, which can be estimated at 9 to 10 per cent of the gross capital value of the house."

\* But even at that rate, there

is still disappointment in rental property. It is still being sold off."

It is difficult to translate that into a likely level of rents if the Government liberalized the renting regime. In London, rents would have to shoot up to provide anything like that rate of return. Even if a landlord were to be satisfied with a smaller rate, say 5 per cent (given that he could make much more if he invested his money in other kinds of London property or equities), monthly rent on a terrace house valued at £120,000 would be £500 a month before management and maintenance expenses and rates were even considered.

There are likely to be marked regional disparities. In parts of the North, "fair rents" as set at the moment by the official rent officer are remarkably close to the market rent, given the general value of domestic property in Manchester and Lancashire.

In Northumberland, for example, fair rents are currently set at a level giving landlords a 9 per cent rate of return. Freeing rents will not change the supply side much.

The whole picture is dominated by the assistance given by the tax system and various other subsidies to owner occupation. "The private rented sector is not good at maintaining housing because of the structure of housing subsidy in the United Kingdom," Mr Kleinman said.

The British Property Federation, representing landlords, is also cautious in estimating the effect of the Government's proposals, welcome though it finds them.

What the Government must do, the federation said, is allow existing tenants to afford higher rents by letting them offset their rental payments against tax.

The Government is unlikely to agree to that. Ministers are already deep in schemes to put a cap on the amount of housing benefit the Government pays.

\* Private Renting in the 1980s and 1990s (Grant Publications, £10).

Continued



ONCE UPON A TIME Jack Daniel OPENED A DISTILLERY MAKING THE FINEST WHISKEY IN ALL AMERICA.

THE END.

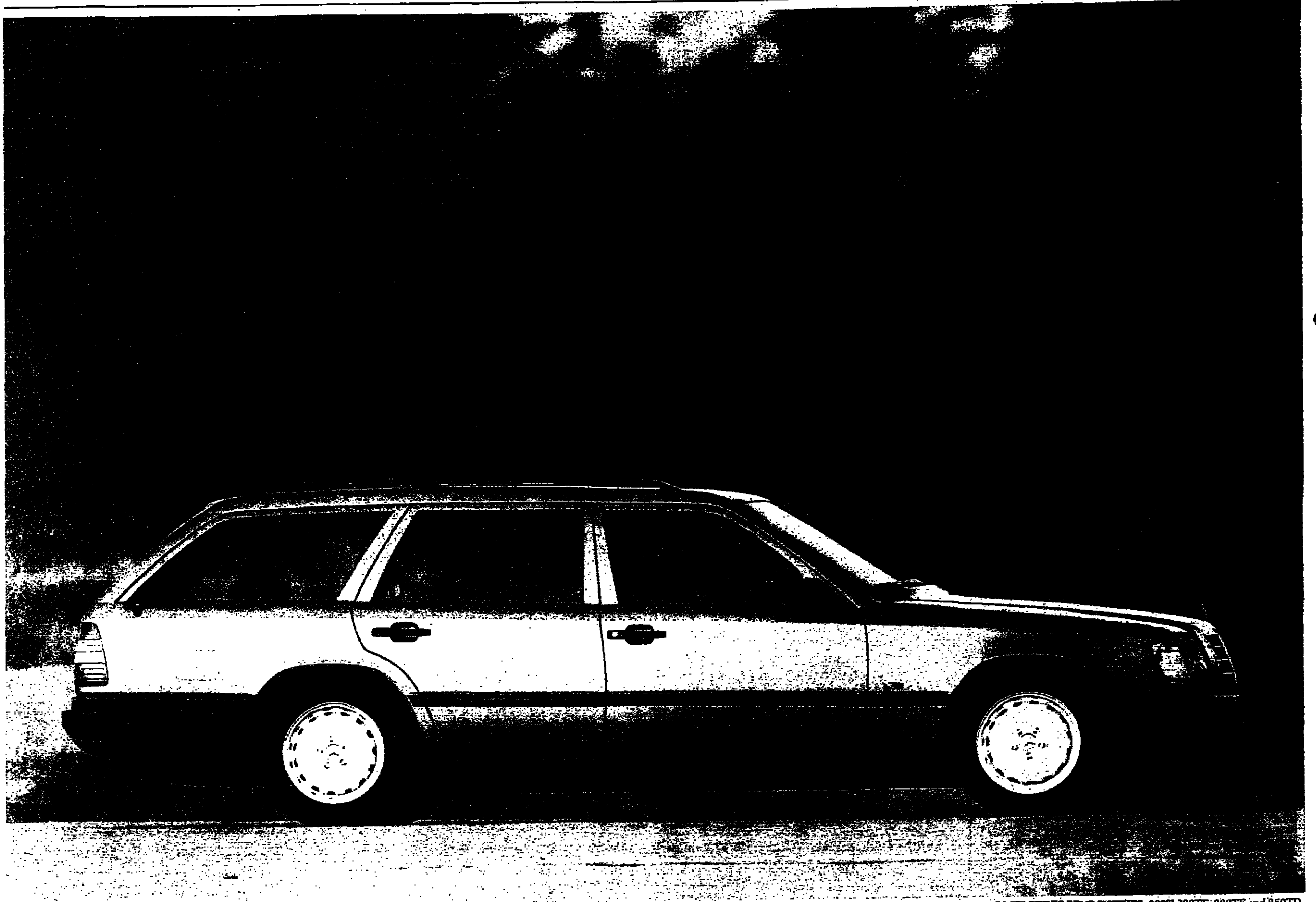
In 1866 Jack Daniel started his distillery in Lynchburg. He had a simple aim, to make Jack Daniel's Tennessee Whiskey the best he could, every day he made it, no matter what.

The following year he did the exact same thing. A year later, nothing changed. The year after that he did the same again. For a further twelve months he repeated the process, deciding the next year he would do it once again. The next year was also the same. He then continued for 365 days in a similar fashion, surprisingly, next year he did exactly the same thing again, and the next, the same again, and then again and again and again and again...



If you'd like to know more about our unique whiskey, write to us for a free booklet at the JD Distillery, Lynchburg, Tennessee, USA.





THE MERCEDES-BENZ T-SERIES: 200T, 230TE, 300TE and 250TD.

## Mercedes-Benz prove it once again. An estate doesn't have to be ugly and boring.

You may choose a Mercedes-Benz estate for practical reasons but you'll soon come to think of it as an inspired choice. No other estate car is so admired. Then again, no other estate car is engineered like a Mercedes-Benz.

The T-series didn't start life as a saloon car stretched to accommodate extra loads. It started life as an estate car, purpose designed. And functional though it is, it's one of the most elegant cars in production today.

Clean-cut, sleek looks add significantly to its slipperiness, evidenced by a drag coefficient of just 0.34. An impressive figure when you consider the priority Mercedes-Benz put on the practical nature of an estate car. Other innovative technical achievements are equally significant.

Under the bonnet of the 300TE lies a powerful engine featuring microprocessor controlled ignition and electro/mechanical fuel injection. The single overhead cam, straight-six delivers 188 bhp from its 3 litres and the four-speed automatic box has both sport and economy settings.

The performance, as a result of all this meticulous technical nurturing, is remarkable. Without any undue stress, to either engine or driver, the 300TE can gracefully exceed 130 mph. Should you wish to pass 60 mph in the shortest possible time it will take less than 9 seconds (manufacturer's figures).

The much sought after 200T and 230TE share the same aerodynamic good looks but have very efficient 2 litre and 2.3 litre, four cylinder engines, respectively. The 250TD has an even more economical 2.5 litre, five cylinder, diesel engine. To prove the point, official figures for the 250TD, 5-speed manual are 29.7 mpg in the simulated urban cycle, 48.7 mpg at a constant 56 mph and 36.2 mpg at a constant 75 mph. Yet the diesel is capable of over 100 mph (manufacturer's figure).

As you'd expect from a Mercedes-Benz the roadholding is very sure-footed. On all T-series the multi-link rear suspension system incorporates a self-levelling device, so irrespective of the load carried and the road surface, they retain their composure.

The wide-opening tailgate glides up and down on two gas-filled struts. It even has its own electric motor to pull it firmly shut. The exceptional load space has a flat floor, is clear of any obstructions and can be progressively enlarged to accommodate bigger loads.

Not only is there plenty of room for unusually long and awkward shapes but plenty of ways to fit them in. The rear seat can be divided and the front passenger seat folds back to give five different load space combinations.

Besides loads of room there are loads of seats. An optional, rear-facing, retractable row of seats suitable for two children, increases to seven the number of people a T-series can carry in comfort.

"Performance Car," who recently tested a 300TE against its two main competitors, called it "Superbly engineered and executed with a degree of attention to detail that neither of the others can match."

All this adds up to the T-series being not just a practical car but a desirable object, to boot.



Engineered like no other car in the world.

صيانة من الامم



## WORLD SUMMARY

### Flacker's stand dominates news

**Stockholm** — Mrs Margaret Thatcher's stand against the European Community's proposed new rules on the export of arms dominated the news in the European Community today. Mrs Thatcher's stand was seen as a major test of her leadership and her determination to stand up to the European Community's demands for a more unified approach to the export of arms.

### Tank for Mojsov collapses

**Belgrade** — The collapse of the tank for the former Yugoslav leader, Slobodan Milosevic, was a major event in the news today. The tank, which was a symbol of the Serbian cause, was seen as a major test of the Serbian leadership and their determination to stand up to the European Community's demands for a more unified approach to the export of arms.

### Ex-Reagan aide trial

**Washington** — Mr Michael Deaver, the former White House aide and a close friend of President Reagan, went on trial yesterday charged with perjury and lying to Congress about his involvement in the Iran-Contra affair.

### Strain on marriage is shown

**Athens** — Mrs Margaret Papandreu, the wife of the Greek Prime Minister, does not intend to ask for a divorce although she admits that the couple's 36-year-old marriage has been under strain, the conservative daily *Mesimerini* yesterday quoted her as saying.

### Justice Minister quits

**Stockholm** — Sweden's Minister of Justice, Mr Sten Wickbom, resigned yesterday as controversy mounted over the failure of the police to find Stig Bergling, serving a life sentence for spying, who escaped when allowed unsupervised "conjugal leave" with his wife earlier this month.

### Howe says EEC surpluses must be cut

**London** — Against the background of a deepening farm spending crisis in the European Community, Sir Geoffrey Howe, the Foreign Secretary, said yesterday he was "dismayed" by the inability of other European states to set detailed limits on output.

### Japan's leadership race

**Tokyo** — Mr Yasuhiro Nakasone, the Prime Minister of Japan, picked Mr Noboru Takeshita, a former Minister of Finance, to succeed him as president of the ruling Liberal Democratic Party when he steps down on October 31.

### Mantle of power put on Takeshita's shoulders

**Tokyo** — Mr Takeshita, chosen for his backroom political skills, was the man he thought best equipped to follow him. Mr Nakasone chose Mr Takeshita, who is not the most internationally experienced of the three, because he is adept at handling backroom politics and is considered most able to keep the party intact.

### Iranian rig picked out for Pentagon retaliation

**Washington** — The US Secretary of Defence, Mr Frank Carlucci, pointed out the Gulf oil platform destroyed by US warships at a Washington briefing yesterday.

### Weinberger calls US attack appropriate

**Washington** — Mr Carlucci pointed out the Gulf oil platform destroyed by US warships at a Washington briefing yesterday.

### Italy charges sea captain with arms smuggling offence

**Rome** — The Italian authorities yesterday charged a Liverpool-based sea captain with arms smuggling and gunrunning.

### Gulf target of doubtful military value

**Bahrain** — The Iranian Rostam oil platform, 70 miles east of the Qatar peninsula, was a military, not an economic, target for the United States Navy yesterday, however much Iran depends on its oil exports for funds to sustain its war with Iraq.

### Moscow is quick to condemn 'adventurism'

**Moscow** — In an unusually swift public reaction, the Soviet Union last night condemned the US attack on an Iranian oil drilling platform as "adventurism" and linked it directly with attempts by the Reagan Administration to divert attention from the Iran-Contra scandal.

## Iranian rig picked out for Pentagon retaliation

### Weinberger calls US attack appropriate



Mr Frank Carlucci, the US Secretary of Defence, pointing out the Gulf oil platform destroyed by US warships at a Washington briefing yesterday.

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# Guerrilla forces kill 40 Tamil refugees fleeing Jaffna siege

From Michael Hamlyn, Colombo

Forty battle-weary Tamil refugees fleeing the siege of the northern Sri Lankan town of Jaffna were yesterday killed by Tamil guerrillas.

One soldier belonging to the Indian peace-keeping force, who was among the troops escorting buses full of refugees to a theoretically safe haven, also died when guerrillas, who were said by the Sri Lankan authorities to belong to the Liberation Tigers of Tamil Eelam, blew up a convoy in Kalkudah, a coastal village in the eastern district of Batticaloa.

The Indian troops are regularly escorting refugees leaving Jaffna after they have first been screened for weapons. The groups of Tamils were keen to get away from the troubles of the north, and hoped to find a more peaceful atmosphere in the coastal strip, which in happier days used to be a pleasant holiday resort area.

The Indians are also sending shiploads of relief supplies to the north and to Trincomalee in the east to try to alleviate the suffering caused by the dislocation of food and other essentials caused by the Indian offensive against the

Liberation Tigers. The first ships are expected to arrive tomorrow. Two plane-loads have been delivered to Palaly airport in the Jaffna peninsula and two more to Trincomalee already.

The offensive itself, with troops now well inside Jaffna town, seems to be entering its last phase, and there are expectations that it may be over by the time of the great Hindu festival of Diwali, which falls tomorrow. Diwali, sometimes called the Hindu Christmas, is the festival of lights, marking the return of the god-king Rama to the shores of India after killing the wicked king of Lanka.

The column of troops moving into the town from Manipal have now linked up with troops from Jaffna fort, and the Indian High Commission in Colombo last night reported that there were advances on all the directions of approach to the town.

The High Commission also said that an arms depot had been seized at Kopay North on the north-eastern side of the town. More than a ton of ammunition has been captured there.

The Tigers themselves have

made renewed appeals for a ceasefire, and a new letter has been sent by the Tigers second-in-command, Mr K. Mahendran, known as Mahatya - to Lieutenant-General Dipinder Singh, who is in charge of India's operations in Sri Lanka.

The letter offers to fulfil the agreement on arms surrender that was negotiated with Mr Hardeep Puri, the First Secretary at the Indian High Commission, at the end of last month. It suggests that further matters may be settled by negotiation.

Neither of these two offers is sufficient for the Indians. They want an unconditional arms surrender. The Puri agreement would have allowed the Tigers to keep weapons for personal security. And they want a public declaration from the Tigers that they accept the Indo-Sri Lankan peace accord in full and without reservation.

The feeling among senior Sri Lankan politicians strongly supports the Indian stance. A minister said last night that ideally they would like to see eight of the top leaders of the Liberation Tigers wiped out.

## 100 die as Indonesian trains collide



Troops and rescue workers pulling victims from the wreckage of two crowded commuter trains yesterday after a head-on crash in a southern suburb of Jakarta, the Indonesian capital, which killed more than 100 people and injured 305 (Reuters reports). Many of the dead and injured were riding on the top of carriages or

clinging between the wagons, witnesses said. Some were children on their way to school. "The carnage was like a scene from Vietnam," said one nurse. Hundreds of troops worked under a lights as night fell to free two boys and two adults believed trapped alive within the twisted metal. The outbound train hit a train

coming into Jakarta at speed because of an apparent signalling error, railway officials said. Mr Rasmata Nurjatin, the Minister of Communications, said a thorough investigation had been ordered into the worst train crash in Indonesia since 1968. A check would be made on the nation's signalling systems.

## Threat of new fight for Mayor at Unesco

By Our Foreign Staff

Professor Federico Mayor Zaragoza, the official candidate for the director-generalship of the United Nations Educational, Scientific and Cultural Organization, has promised widespread reforms.

The Spaniard said in Madrid yesterday: "There will be changes, not only in the director-general's office, but in the general direction of Unesco." He was confident of support from African countries and France. They did not back him in the rancorous rounds of voting at the Unesco executive committee meeting in Paris, which ended on Sunday.

But Mr Sahabzada Yaqub Khan, the Foreign Minister of Pakistan who withdrew from the leadership battle, said in his country's Senate that he regretted the nomination of a West European rather than an Asian. Señor Mayor's nomination would be challenged by African and other Third World states at the Unesco general conference next month, he said.

The Socialist Prime Minister of Spain, Señor Felipe Gonzalez, sent Señor Mayor a congratulatory telegram. But Madrid newspapers yesterday attacked the Government for failing to support his campaign.

Leading article, page 13

## Crime in New York

### Mafia's thinning ranks wage brutal war of succession

From Charles Bremner, New York

The New York Mafia, still remarkably active despite a two-year onslaught by the federal authorities, received a fresh blow last week when prosecutors filed a lawsuit for control of the city's main fish market on the grounds that it is run by the mob.

Mr Rudolph Giuliani, the Manhattan prosecutor whose war against the Mafia has earned him comparisons with Eliot Ness, said he was taking the unusual action to wrest control of the Fulton Street Fish Market, at the southern seaport, from the Genoveses.

They are one of five Mafia families who dominate the New York underworld and supervise the operations of the mob in cities such as Chicago.

According to federal sources, the Mafia is in disarray after the jailing of a dozen bosses in the last year. It is losing out to other cartels, such as Colombian drug rings and Chinese Triads.

New York's big Italian community sent a strong signal of fading loyalty to the old Mafia last week when Mr Giuliani marched down Fifth Avenue as "grand marshal" of the traditional Columbus Day Parade celebration.

But although the Genovese boss, "Fat Tony" Salerno, is now serving a 100-year prison term with colleagues from the Luccheses and the Colombes, the Cosa Nostra is still doing healthy business in union racketeering, loan-sharking and extortion, as well as branching out into international business.

Recent official reports testify to the Mafia's continuing industry, and more visible evidence is emerging in the form of corpses on the streets. New York is in the midst of the worst spate of Mafia "rabbouts" for years.

In recent months, 10 men have been shot dead by "hit men" in Brooklyn alone. In the latest case, a suspected "soldier" of the Luccheses received eight bullets in the back and buttocks after stopping to change a flat tyre. In neighbouring Queens, Vito Scaglione, a Mafia-linked barber, was killed in his shop last month by a burst of gunfire as he sat in one of his chairs. Witnesses waited 30 minutes before calling police.

In another "mob slaying", as the tabloids here call them, an underworld character called The Fat Man met his end at Bravo Sergio's restaurant in Manhattan last month after his bodyguard pleaded ill and took the evening off. Police say they are stumped by the killings which, with the exception of The Fat Man, involve fairly low-level hoodlums, but they say they point to a power struggle to fill the vacuum left by recent arrests.

The mob's long arm was demonstrated again this month by the bizarre recantation of a key witness in the pizza trial, which put Salvatore Catalano and 17 other dons and "wise guys", as the lower-level Mafia call themselves, behind bars for decades.

The witness, a Sicilian hit man living under FBI protection after he turned witness, called in *The New York Times* to say he had lied under oath that Catalano had commissioned him to commit murder.

A week later Luigi Ronsisvalle appeared in a Manhattan court and said he had falsely recanted after being "visited by some people" while in federal care.

"The federal witness programme is not perfect," Mr Giuliani said. Thanks to the highly successful programme, wise guys have been singing like the proverbial canaries in motel rooms and anonymous safe houses across America.

Such testimony, combined with thousands of hours of secret recordings, undercover police work and a tendency by publicity-conscious gangsters to publish their memoirs, have provided a wealth of evidence for the Federal Bureau of Investigation on the workings of the organization.

But for all the publicity, the Mafia is still doing good business, the senior East New York prosecutor said last week. Mr Edward McDonald warned that the Mafia-ridden Teamsters' Union still con-



Mr Giuliani: a prosecutor compared with Eliot Ness.

trolled the \$43 billion-a-year (\$26 billion) air-freight industry at Kennedy airport, running its affairs just as a Mafia-controlled dock workers' union still ran the waterfront.

Mr John "Dapper Don" Gotti, who has boasted publicly of being the Gambinos' boss, handed Mr Giuliani his biggest defeat of the year. He was acquitted in March on racketeering and conspiracy charges and is now said by police to be running operations from the Fish and Hunt Club in Queens. The FBI says the New York families effectively govern mob activities in cities such as Chicago, Las Vegas and Los Angeles.

According to a government-sponsored study last year, price-rigging and payoffs in the building business add to the cost of living for all New Yorkers. The mob makes about \$50 billion annually from its enterprises, or about 1.1 per cent of the US gross national product. The average "executive" clears an annual income of several hundred thousand dollars.

The FBI says that the Mafia, though staggering under its losses, is moving into a range of business fields, employing "straight" front men and seeking the advice of consultants with global contacts.

"They move into a legitimate business and they take it over and compete with other businesses," says Mr Thomas Sheer, chief of the FBI's New York bureau. "But if they feel they are losing out, they will revert to breaking legs. True American corporate competition does not include breaking legs."

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سكيا من الامم



# Supreme Soviet gets grim warning on the economy

From Christopher Walker, Moscow

A brutally frank picture of the problems facing the Soviet economy was outlined in a series of hard-hitting speeches delivered to the Supreme Soviet yesterday at a session called to endorse the State Plan and Budget for 1988.

The 1,500 deputies, who traditionally take all decisions by a unanimous show of hands, were informed by Mr Nikolai Talyzin, chairman of the State Planning Committee, that difficulties had arisen in the crucial chemical and machine-building industries.

After referring to the importance of 1988, because 60 per cent of Soviet enterprises will switch to a system of self-financing on January 1, Mr Talyzin said that it was "totally unacceptable for many enterprises to try to avoid producing consumer items".

Next came the Finance Minister, Mr Boris Gostev, who told the two-day meeting that lack of discipline and failure to complete construction projects on time was currently "paralysing" national resources, estimated at 8 billion roubles (£8 billion).

Mr Gostev stressed that a complete change of approach was needed by Soviet managers, who from the beginning of 1988 would no longer be able to rely on profit from successful firms being redistributed to loss makers.

The Finance Minister made it clear that the 13 per cent of Soviet enterprises now running at a loss — whose total he gave as 10,000 million roubles — would face a bleak future under the new regulations. He said this would involve "a complete change in the relationship" between Soviet industry and those bodies which provided it with finance.

"Some economic managers have assumed a passive position and, by force of habit, requested money from the state instead of earning it," Mr Gostev said, in the tones of a schoolmaster lecturing errant pupils. "We must overcome habits of dependence on the national budget."

His speech, with its emphasis on individual performance, the need to eliminate inefficient organizations and the importance of the banking system, illustrated the extent to which Western financial language is now beginning to dominate the Soviet economic debate.

Diplomats noted that it was tough economic talk of this kind which was sending waves of fear through Soviet managers and workers about the financial consequences of the State Enterprise Law, the most sweeping of Mr Mikhail Gorbachev's reforms, which takes effect on New Year's Day.

Mr Stepan Shalayev, chairman of the Central Council of Soviet Trade Unions, warned that much of Soviet industry had little understanding or experience of the new methods of operating, which explained why 40 per cent of firms still had not signed any contracts for next year. In the vital farm machinery sector, the figure was 83 per cent.

In the most critical speech of the day, the trade union leader described the situation as "very disturbing" and called for urgent action from Soviet ministries to assist managers who will be working under the strict new self-financing regulations. These permit successful enterprises to spend extra profits in the fashion in which they choose.

Mr Shalayev, one of the abrasive new breed of Soviet officials now dealing with economic matters, added that if the confusion was not swiftly dealt with there would be none of the promised "acceleration" in economic activity when the new law came into effect.

# Indian escort for the Queen



The Queen with an Indian escort at Wanuskewin Heritage Park, near Saskatoon, Canada. She unveiled a plaque declaring the park to be of historical and national importance.

# Coalition triumphs in Swiss election

Bern (Reuters) — Switzerland's four-party coalition Government has held on to its overwhelming parliamentary majority after a predicted landslide by "green" parties failed to materialize in national elections at the weekend.

The coalition parties won 158 of the 200 seats in the lower house, down eight from the last election in 1983, and lost only one of their 43 mandates in the 46-seat upper house.

Despite the dominance of environmental issues in the campaign, "green" parties made smaller than expected gains as voters instead opted for stability by re-electing the centre-right dominated coalition.

# Desert rescue

Cairo (Reuters) — Army helicopters scouring flooded areas of the Sinai Desert rescued 17 West German tourists trapped on top of their coach by a sand avalanche.

# Base protest

Alice Springs (Reuters) — Scores of people were arrested trying to enter a US military base at Pine Gap, which has been the target for hundreds of anti-nuclear protesters in the past week.

# Nurse killed

Geneva (AP) — Miss Pernette Zehnder, aged 29, a Swiss nurse with the International Committee of the Red Cross, has been killed in a car accident in Beirut, nine days after she arrived in Lebanon.

# Bad banquet

Hoeng Kong (Reuters) — The entire village of Nalieu in south China went to Luo Sunca's wedding banquet but 340 of the 1,000 guests ended up in hospital with food poisoning.

# Reporter died after KGB questioning

From Our Own Correspondent, Moscow

The arrest of the journalist, Viktor Berkhin, led to an unprecedented front-page statement in *Pravda* by Mr Viktor Chebrikov, the KGB chief, announcing the dismissal of a senior Ukrainian KGB officer.

But the latest revelations have revealed the limits on glasnost, the policy of openness, which allowed the *Pravda* report in January that Berkhin had been arrested. The party paper then did not mention the brothers, who have still not been cleared, or Mr Berkhin's mistreatment in jail.

Mr Berkhin never recovered after his release from illegal arrest, the paper stated. "He died at the age of 57 in July this year." The latest report implicated Mr Boris Gostev, a former party leader of the Voroshilov region sacked last February, and his supporters in organizing the persecution of the reporter and the brothers, Dr Vadim and Mr Igor Kreinin.

*Meditsinskaya Gazeta* claimed that Mr Berkhin had "aroused the intense dissatisfaction of the regional leaders through his critical articles". They decided "to get rid" of him. In searching for incriminating evidence, the "executors" of the decision tried to make Dr Kreinin admit falsely he had shown him pornographic films.

After being imprisoned, the brothers were finally released last December.

# Waste ship clash 'an accident'

From A Correspondent, Amsterdam

The captain of the *Sirius*, the Greenpeace ship shadowing the Dutch chemical waste incineration ship, *Vulcanus II*, has called the fouling of the ship's propeller on Sunday night an accident.

Greenpeace actions against the *Vulcanus* came to a head on Sunday when a steel-meshed fishing net from a Danish trawler fouled the propeller of the *Vulcanus*.

Some 30 Danish trawlers had joined the *Sirius* to protest against the burning of chemical waste in a so-called burn zone in the North Sea, about 95 miles from the Dutch coast.

The *Sirius* captain, Mr P. Wilcox, said Greenpeace had taken a low profile in the action because of a court order granted to the owners of the *Vulcanus*.

A spokesman for Ocean Combustion Service Ltd (Rotterdam), which prohibited the *Sirius* from coming within 100 yards of the *Vulcanus*.

A spokesman for Ocean Combustion Service, Mr G. Heinemann, described the action as "highly illegal". He said that company lawyers were looking into the possibility of further legal action.

# The Fiji Constitution

## Ganilau seeks a poll

From Gavin Bell, Suva

The former Governor-General of Fiji, Ratu Sir Penaia Ganilau, would consider becoming President of the newly declared republic, providing its Constitution was acceptable to the majority of the Fijian people and to the international community.

Ratu Ganilau, in his first interview since submitting his resignation to the Queen last week, suggested that the new Constitution be put to a referendum.

"It must be acceptable in every way to the people of Fiji and internationally, so that hopefully it would enable Fiji to be readmitted to the Commonwealth," he said. "My decision would depend on that."

Colonel Sitiveni Rabuka, leader of the military regime, has said he would nominate Ratu Ganilau as President after the Constitution had been revised. It is due to be promulgated within a month.

Ratu Ganilau expected the Constitution to include Colonel Rabuka's "minimum requirements", which include political dominance of indigenous Fijians over the larger ethnic Indian population.

Speaking beneath portraits of the Queen and the Duke of Edinburgh in his official residence, Ratu Ganilau said everyone in Fiji wished to remain in the Commonwealth. "We have been a loyal and faithful member for so long," he said.

Mr Filipe Bole, the Foreign Minister, told *The Times* yesterday that Fiji would apply to rejoin the Commonwealth, although it expected India to veto the move.

Ratu Inoke Kubunabola, the Minister of State for Information, said India's stance indicated a profound ignorance of life in Fiji.

Colonel Rabuka enlarged his Council of Ministers with two members of Indian ethnic origin yesterday. Mrs Irene Jay Narayan was finally prevailed upon to accept the Indian Affairs portfolio after discussions with Ratu Sir Kamise Mara, the leader of the Alliance Party to which she belongs.

The more significant appointment was that of Dr Ahmed Ali, who was successively Minister for Education and for Information in Cabinets led by Ratu Mara. He becomes Minister without Portfolio in the Council, which now numbers 22.

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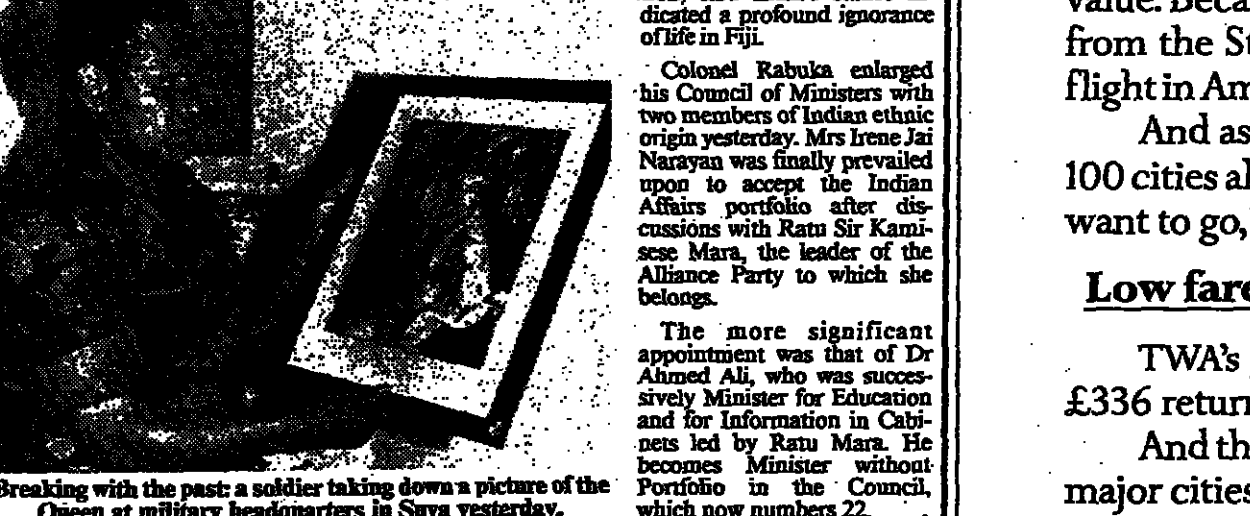
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Breaking with the past: a soldier taking a picture of the Queen at military headquarters in Suva yesterday.

# Courteous coup's dark side

From Our Own Correspondent, Suva

To the casual observer, British traditions of fair play have been observed in Fiji's extraordinary coup. Courtesy and respect have prevailed over the firing squad.

But there is a darker side to this revolution in the sun. Maintaining, for the moment, a low profile in the military regime are activists of the Taukei movement, a shadowy nationalist organization dedicated to indigenous Fijian supremacy over the majority ethnic Indian population.

Contrary to the assurances of Colonel Sitiveni Rabuka to Fijian Indians that they should "have nothing to worry about", their persecution has begun.

Civil servants of Indian origin, many of them in senior positions, are being dismissed. Three Indians whose car inadvertently brushed part of an army road-block last week were hauled out and badly beaten.

The Council of Ministers includes Mr Sakeni Buidroka, who sports an enormous crimson bow-tie, which he says signifies the blood that must be shed to achieve his aims. Mr Buidroka is on record as saying that normality will not return until the descendants of Indians from the colonial days are "cleared away" from Fiji.

Ratu Meli Vesikubu, who holds the key Fijian Affairs portfolio, likes to describe impending constitutional changes as serving the legitimate interests of (indigenous) Fijians by discriminating in their favour in politics, commerce and education. There are others who argue that they amount to institutionalized apartheid.

Nationalist sentiments, verging on racism, are fuelled by Methodist fundamentalism. Tolerance of other religions may be judged by the rigorously enforced ban on all social and economic activities on Sundays.

There is no press censorship in Colonel Rabuka's republic, for the simple reason that there is no independent press — nor will there be, he says, until it decides to "play ball" with his regime.

On Friday Mr Miles Johnson, a lawyer and director of *The Fiji Sun*, was discovered in a hotel under an assumed name and taken to a prison cell. I was questioned for two hours by a surly soldier who grudgingly released me after confiscating my notepad. Other foreign correspondents have been detained briefly before being expelled.

The curfew has brought armed soldiers into the lounges of tourist hotels. Last night one of them, who had been drinking steadily all evening, unseated guests by

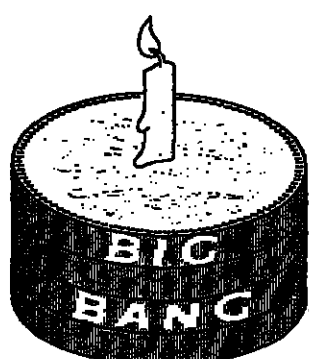


LEADING THE WAY TO THE USA.



## SPECTRUM

# Suburbs of the Rising Sun



## Part 2: The invaders

Of the Big Bang newcomers, the Japanese, despite the current falls in the market, look the most secure. Bryan Appleyard tracks them down

Immaculate in his blue suit, Akira Hirano, deputy general manager of Nikko Securities (Europe), smokes Rothmans, eats home-made Danish orange cake and drinks tea. He does so in a mock-tudor, half-timbered house in a tree-lined street in Ealing. His wife, Motoko, serves the tea while upstairs his daughter Masako, aged 10, and his son, Yoichi, eight, play decorously so as not to annoy the guests.

For about £1,000 a month, Hirano's company rents the family a home close to the Central Line and, more important, to the Japanese School. Every morning at around 7am he boards the tube to travel to the City.

A little later Masako and Yoichi walk round the corner to the school to be taught in Japanese about a Japan of which they can only be dimly aware. Mrs Hirano shops at Ealing Broadway and, at weekends, travels to Finchley Central to buy Japanese food.

The Hiranos arrived in June. Prior to that they had been at home in Tokyo for a couple of years and, before that, had lived in Singapore for more than five years. Hirano has been with his company now for 20 years.

Along with Nomura, Daiwa and Yamaichi, Nikko is one of the big four Japanese investment houses. It employs 247 people in London, of whom 45 are Japanese. A year ago, at the time of the Big Bang, it employed 87; in three years it will employ 500. Any one of the Japanese big four is capable of talking over a major British finance house without troubling its shareholders. During yesterday's big falls on the world's stock markets, it was the Japanese who suffered least of all.

The Japanese have been



Learning to be Japanese: while English schools put the emphasis on the individual, at the Japanese school in Ealing "we teach through the class and text books", the headmaster says

quietly colonizing London over the past decade. In the past year their numbers have risen from about 7,000 families to about 8,000. Originally the school was in Camden, so the families naturally migrated to north London.

In April it moved to the old Haberdashers' School building in Ealing to cope with increasing numbers. Ten school buses are available to ferry those children still living in north London. Seichi Mikami, the headmaster, says the school has grown from 520 pupils to 720 and it now has room to grow even further. He estimates that, besides his pupils, there are another 1,500 Japanese children in English local schools and at international schools in London.

New companies have been created to service this growth. Japan Services was started in 1976 specifically to buy homes for English landlords wanting to let to the Japanese. Quentin Phillips, the JS managing director, says a typical customer is an English person working abroad who wants to earn money from property investment at home.

His staff searches out ideal houses — now almost always in Ealing — buys them for his expatriate clients and then redecorates and renovates them to the taste of his Japanese tenants. In essence this means a clean, sharp Habitat look with perhaps a few more floral patterns than English middle-class buyers would choose.

But lifestyle differences run

deeper than the decor. Japanese children, for example, have to face a ferociously competitive educational system. As a result families like the Hiranos, much as they would like to become part of English culture, cannot afford to put their children into our schools. They expect to return to Japan in three years and their children would find themselves lost in the dem-

anding treadmill of their own educational process.

"They have to have their national identity," says Hirano. "The Japanese are a homogeneous people." His wife adds that many Japanese, especially older ones, are embarrassed to speak English even if they can.

Yet, with exquisite manners, they try very hard to



Homogeneous: Akira Hirano with Motoko, Masako and Yoichi

*"They have never seen so many animals. Now they want a dog"*

become part of the new way of life in the knowledge that Japan, like the City of London, must become more international as cultures become merged by the pressure of the world economy and global communications.

"We always used to hear that the English love their gardens," says Mrs Hirano, "and we found it was true. The children were so pleased when we saw two robins on the first day we were here and there are squirrels — they have never seen so many animals. Now they want a dog like all the other English families, but we have to ask the landlord."

Mr Hirano's life, however, seems little different to the one he would lead in Tokyo or New York. He says working abroad gives him two responsibilities: to head office and to London and his English staff.

But otherwise he finds office life much the same the world over and, when he goes out to a Japanese restaurant near St Paul's.

He will be happy to go home when his three years are up. Mrs Hirano is not so sure. She genuinely wants to know about England and feels that three years is not enough. She is prepared to put up with experimenting at Sainsbury's and occasionally splashing out on the "very expensive" Japanese food she can get at Finchley Central. "Too convenient a life," she explains, "makes us very dull. It makes us spoilt."

Over at the school, Mikami and his deputy Seichi Rokugo

attempt, through an interpreter, to classify the differences between the Japanese and English educational systems. They both nod vigorously at the idea that cosmopolitanism is important but they hedge this with the supremely pragmatic Japanese rider that most of their children are here for only three to four years and then they must go home.

"English schools," says Mikami, "put all the emphasis on the individual and what he can do. He leads the way. At Japanese schools we teach through the class and through our text books."

But why are they so competitive? Mikami laughs and delivers a long speech in Japanese in which the words "Oxford" and "Cambridge" are audible. The interpreter's version is a fraction of the length of the original: "Because they want to go to the best universities, of course."

At both the Hiranos' home and the school the impression is the same: a friendly but very alien culture retaining — with a little apologetic smile — its differences in spite of the suburban avenues and half-timbered houses and the international landscape of the computer terminals and phones in the City.

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TOMORROW

Who loses when the bulls become bears?

## A good bet for science

The computer that revolutionized the race track is now a museum piece

In a letter to *The Times* in 1977, Mr Dudley Gibby wrote: "It is dull and cold blooded to make one's bet at a box office as there is no element of personal contact which adds much to the pleasure and personal excitement of betting."

He was referring to the advent of Jullies, invented by Sir George Jullies but better known as the Tote — or Totalisator from the French word *totalisateur*, meaning adding machine. The first was installed at Harringay Stadium, and when the stadium closed almost a month ago, the Science Museum snapped up the machine.

Doron Swade, its curator of computing, says: "I don't know that it's an orthodox part of the history of computing but it will become one if these machines get the attention we think they deserve."

"The system was quite extraordinary at the time. It was the first completely electro-mechanical on-line, real-time system taking information from a large number of remote terminals — in its best Harringay heyday 220 ticket issuing machines — and could process 8,000 bets a minute, which even in today's terms is not a trivial system."

The Jullies could take the bets from different sources, work out the varying odds for each bet, which changed with each bet, do the Pythagorean maths, and give a public read-out of the result almost the instant the bet was made.

Says Swade: "It was just as much an engineering achievement as it was one of state processing. It's difficult to think of any other machine which has worked constantly for 60 years — it operated throughout the war."

Its use to on-track betting has been overtaken by modern technology, and the Jullies would have been scrapped if Swade had not laid claim.

"But for us it has enormous value. It's difficult to convert to the public the workings of electronic devices — what they do is not obvious from what they look like. In the Jullies you can see exactly what is happening in the data processing, which makes it an important teaching instrument for this museum."

What is more, it is still as accurate as it was 60 years ago. On its last day of work it processed bets worth £59,000 and its calculations were out by a single unit — still tabulated as one skilling.

Simon Tait

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## MONEY MECCA

The Big Bang established London, along with New York and Tokyo, as one of the financial capitals of the world. Its language is the most widely spoken and it sits between the two time zones of the rival markets. Big Bang deregulation meant the foreigners had to be here.

The 279 members of the British Bankers' Association operating in the City employ 384,000 people, of whom over 50,000 now work for foreign banks.

The main foreign companies are Japanese and American. The Americans invested heavily in the Bang, but in recent months some companies have been laying off staff as they are not making profits.

The Japanese were almost early quiet at the time of the Bang. But it is now clear that the Japanese Big Four are investing rapidly.

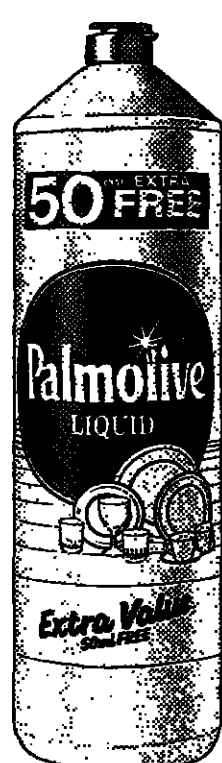
● Nomura, worth £36 billion on the Tokyo Stock Market and the second biggest Japanese company after Toyota, has increased its staff in London at the rate of 100 a year since 1984. It now employs 500.

● Yamaichi employs 322 people in London compared with 195 a year ago.

● Nikko employs 247 people against 87 a year ago, and expects to increase to 500 in three years.

● Daiwa's staff rose from 237 to 379 in the last year.

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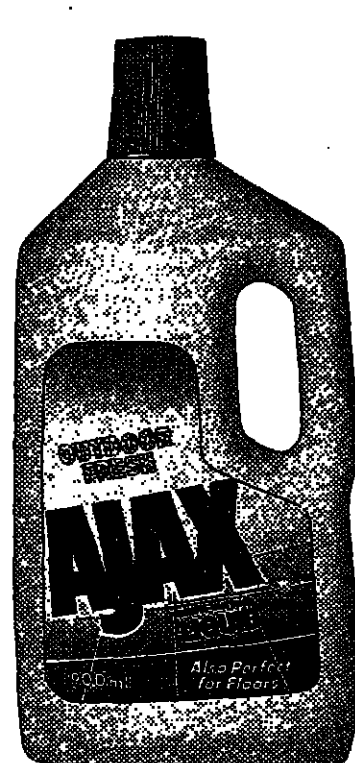
Sainsbury's Economy Kitchen Towels 2 rolls x 60 sheets 59P



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Sainsbury's Furniture Polish with Beeswax 300ml 65P  
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Harpic Freshmatic 52P



Ajax Liquid 900ml £1.15

## CONCISE CROSSWORD NO 1391

### ACROSS

- 1 Camera stand (6)
- 5 Spotted breasted songbird (6)
- 6 Inner self (3)
- 9 Short-sighted (6)
- 10 Quite recent (6)
- 11 Have trust (4)
- 12 Rebound (8)
- 14 In solitary confinement (13)
- 17 Man-drawn carriage (8)
- 19 Plate (4)
- 21 Afternoon rest (6)
- 23 Regard with respect (6)
- 24 Groove (4)
- 25 Of mixed origin (6)
- 26 Task trip (6)

### DOWN

- 2 Match terminal (5)
- 3 Nonsense (9)
- 4 Propriety (7)
- 5 Enliven (5)
- 6 Uncooked (3)
- 7 Dangle (7)
- 13 Double coconut (4,2,3)
- 15 Loudly (7)
- 16 Old Bailey prison (7)
- 18 Lissid (5)
- 20 Warning taster (5)
- 22 Baroque's title (3)

### SOLUTION TO NO 1390

- ACROSS: 1 Sails 5 Flype 8 Askew 9 Unhappy 11 Renegade  
13 Over 15 Developer 18 Lili 19 Flame gun 22 Poutnet 23 Saoud  
24 Wary 25 Haggie  
DOWN: 2 Token 3 Law 4 Glumdalclinch 5 Haha 6 Popover  
7 Dairy 10 Yarn 12 Give 14 San 15 Dilemma 16 Clap  
17 Snide 20 Ghoul 21 Frey 23 Sag

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## THE TIMES DIARY

### Task force

Mrs Thatcher's belligerent defence of British military aid to the southern African states perhaps deserves closer scrutiny. An old soldier of my acquaintance was particularly struck by her claims concerning Zimbabwe. "We help train their army, we still have a British army group that helps with training," she said on Sunday in Vancouver. He might well be impressed. The MoD yesterday confirmed that a group, in British army terms, comprises a number of corps and in peacetime amounts to about 230,000 men. Does Britain really have that many helping Robert Mugabe? Well, no it doesn't. No 10 confesses that the Prime Minister was in fact referring to an advisory team based at a staff college. Its complement: 32 soldiers.

● Australian premier Bob Hawke, known to have been irritated by what he believed to be Mrs Thatcher's manipulation of the Commonwealth conference, stopped off in Ireland yesterday on his way home. He revealed there that things had gone wrong for him from the start. As soon as he stepped off the aircraft the band struck up *God Save the Queen* instead of *Advance Australia Fair*. At least it wasn't *Waiting for Godot*.

### Beeb basher

A hostile to the BBC for its alleged sycophancy towards the government, I heard of one of its fiercest critics, Neil Kinnock. He now refers to the Beeb as the "state broadcasting" organization. When he appears in his office each day he asks his staff, not whether they listened to the *Today* programme, but if they had heard "state radio" that morning. Kinnock will soon be able to tell BBC moguls exactly what he thinks of their reporting standards — at a dinner next month. He accepted the invitation before the Tory conference, when he believes the rot set in. Perhaps Neil should try Peter Bontalony's trick of turning up on spec at the studios — as he did last Friday — to advise commuters to stay at home.



● Churchgoers in Wales will next year celebrate the 400th anniversary of the first translation of the Bible into Welsh. But preparations are being held up because the church at Llanrhadr-y-m-Machnant, where William Morgan translated the good book, has been without an incumbent since February. I'm told that the delay in filling the post is partly because of parish reorganization — and a shortage of Welsh speakers joining the ministry.

### Name droppers

Hardly have we got used to "Sellafield" than I stumble across another example of nonsensical nuclear name changing. A railway carriage frequently filled with visitors to the Sellafield plant in Cumbria has been renamed Carol. It is said that British Nuclear Fuels, which charters the special train, felt that the original name, Cheryl, sounded too like Chernobyl. Bernard Staitie, managing director of the charter firm, admits he changed the name after an approach from BNFL but says he is now planning to rename other coaches, for the sake of variety.

### Each-way bet

Michael Cocks, the former Labour chief whip who was dethroned by the left and succeeded by Dawn Primorolo in his Bristol South constituency, is talking no chances when he enters the Lords today as Baron Cocks of Hartcliffe. In a move almost without precedent he has chosen to be supported by whips from both sides of the Upper House: Lord Ponsbury, Labour chief whip, and his Tory counterpart, Lord Denham.

### Who she?

Biggest self-publicist of the year so far must be Dr Louise Evans from Fullerton, California, who has won a competition to have the most entries in *Who's Who*-type directories. In 289 directories of varying prominence around the globe, Dr Evans has listed her activities as public speaking, collecting, philanthropy, and getting into more reference books than anyone else in the world. For her efforts, the International Biographical Centre, in Ely, which ran the contest, awarded her a solid silver goblet. Far from being the only entrant, there were 100 others, each with several dozen mentions.

PHS



## The return of stop-go?

After yesterday's record stock market fall, Tim Congdon warns the government that in forsaking monetarism it has lost the reins of the economy and is returning to an old pattern of boom and bust

It is becoming increasingly clear, as they recede into the past, that the five years from mid-1981 to mid-1986 were a golden age of macro-economic management. National output grew steadily at a sustainable rate of about 2.75 per cent a year while inflation was moderate and declining gradually, the balance of payments usually in small surplus. Few periods in our history have been characterized by greater economic stability.

It is also becoming increasingly clear, as the months go by, that the stability of the 1981-86 period has been ruptured. The growth of national output in 1987 is projected at an above-trend and unsustainable 4 per cent, while manufacturing production is increasing even faster. There is a general mood of excitement. Unemployment is going down, profits are going up and property speculators are making lots of money.

Why is the economy booming more vigorously now than at any time since the early 1970s? It cannot be because the UK is reflecting international trends, since the world economy has made indifferent progress in the last couple of years. Nor can it be due to fiscal retrenchment, as public expenditure has been kept under such a tight rein that there is a chance of a budget surplus in both 1987/88 and 1988/89. The answer is instead to be sought in the behaviour of credit and money.

In the golden period of economic stability in the early 1980s the Treasury and the Bank of England watched trends in bank lending with great care, mainly because each new bank loan creates a new bank deposit and so adds to the money supply. It is true that both bank lending and the money supply increased faster than originally expected, and that monetary control often gave the appearance of incoherence and muddle. But it is also true that the growth rate of the money supply (on its broad M3 definition) was kept down to a level consistent with a stable economy and moderate inflation.

The system of monetary control

operating in the early 1980s, widely labelled "monetarism," was a success in its own terms. Despite much pragmatic compromising and frequent technical embarrassments, it was the key to the government's principal economic achievement, the reduction in inflation to under 5 per cent. But — for reasons that are not altogether clear — the system was abandoned about two years ago.

Since then Britain has had the strongest surge in private sector credit in its history and the annual rate of money supply growth has increased from about 12 per cent to over 20 per cent. Today sees the publication of the September money supply figures. Analysts are expecting another massive leading total of about £3 billion and money supply growth in the month of about 1.5 per cent. It is interesting and legitimate to make comparisons with the Heath-Barber boom of the early 1970s, when the growth rate of the money supply peaked at over 25 per cent.

Without doubt, it is the flood of credit and money into the economy which explains the current boom in output. This boom has an all too obvious resemblance to the go phases of the many previous stop-go cycles in the post-war period. Like its predecessors in 1955, 1959, 1964 and 1973, it will eventually have to be restrained.

It is not going too far to describe the government's performance — in this central area of economic policy — as bewildering to the point of perversity. In 1979 and 1980 it instituted rules of economic management that were intended to combat inflation and

eliminate the stop-go cycle. These rules achieved most of what the government asked of them. In 1984 and early 1985 Nigel Lawson could claim, without being frivolous, that the cycle had been relegated to the history books. Moreover, in business circles there was a general expectation that the next few years would be as stable as the previous three.

But then, just at the moment of apparent triumph, the government scrapped its own rules. Instead of adhering to the broad money targets that had existed for almost a decade, it embarked on a credit binge certain to lead to unsustainably rapid economic growth. Whether by accident, design or mere inadvertence, it had restored the stop-go cycle.

At this stage of the earlier cycles there have always been a few economists prepared to advocate permanent boom and there have sometimes been Chancellors of the Exchequer foolish enough to believe them, at any rate for a few months. But, sooner or later, common sense has prevailed. The classic pattern is that shock trade figures and/or a car strike initiate a sterling crisis, they would fit an old and familiar pattern; and, if sterling depreciation and excessive pay awards in the car industry lead to higher inflation, the recent mistakes in monetary policy would meet with the usual retribution. Lawson, who has had more than his fair share of good fortune in his years as Chancellor, will be lucky if his boom does not end in the same manner as Butler's in 1956, Heathcoat-Amory's in 1960, Macdonald's in 1964 and Barber's in 1974.

The sudden collapse in share prices yesterday suggests that investors are beginning to fear deflationary measures of the traditional kind. As the stock market normally anticipates developments in the economy, the largest ever one-day fall in share prices is worrying. Comparisons with 1974

— when share prices dropped by 60 per cent — are unjustified, since the economic and political background is much more favourable than it was then. But a milder 15-25 per cent correction to share prices would be similar to that seen in the concluding stages of most post-war stop-go cycles.

Lawson has recently shown disturbing signs of believing, if not in permanent boom, that nothing much is wrong. In particular, he has implied that growth will moderate to a lower and more sustainable pace in 1988, without corrective action by the government and without any inflationary repercussions from the 1987 boom. In the Autumn Statement early next month he is expected to be more complacent than ever, with several newspapers suggesting that he will promise more tax cuts in the 1988 Budget.

In fact, no part of the economy (except, ominously, exports) is weakening and several pointers to faster growth have emerged. In particular, it should be noted that a number of large construction projects (the Channel tunnel, Canary Wharf, Stansted airport expansion) will add 0.5 to 0.75 per cent to gross domestic product next year. The question is not if the boom will have to be checked by the government, but when.

On Friday the September trade figures will be announced, while the car strike at Vauxhall may be joined in the next few weeks by one at Ford. If these events are followed by a sterling crisis, they would fit an old and familiar pattern; and, if sterling depreciation and excessive pay awards in the car industry lead to higher inflation, the recent mistakes in monetary policy would meet with the usual retribution. Lawson, who has had more than his fair share of good fortune in his years as Chancellor, will be lucky if his boom does not end in the same manner as Butler's in 1956, Heathcoat-Amory's in 1960, Macdonald's in 1964 and Barber's in 1974.

The author is chief UK economist at Shearson Lehman Brothers, the securities house.

## Robert Fisk on the long-term effects of America's retaliatory strike at Iran

### Bahrain

A sharp, statement on an American television network and an Iranian voice pleading over a crackling radio for a US naval ceasefire yesterday afternoon signalled the first news that President Reagan had struck back against Iran in the Gulf.

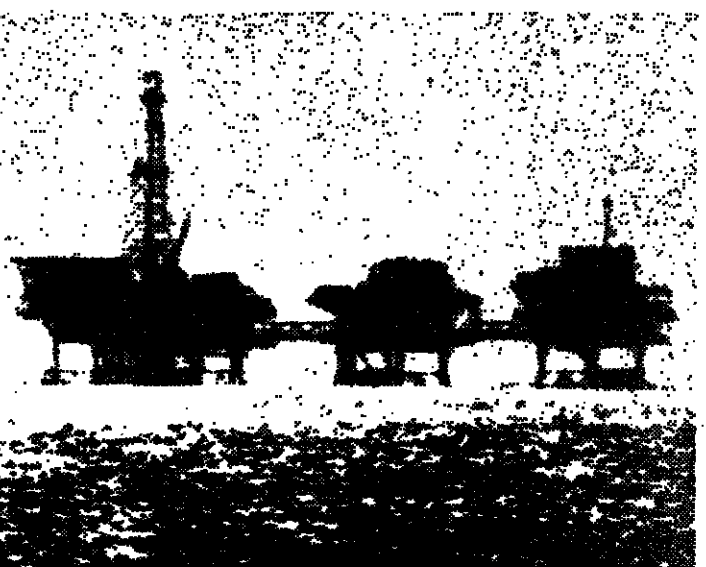
The attack on the Rustum oil rig, Casper Weinberger, the Defence Secretary, told a news conference in Washington, was a "measured response" to the Iranian missile strike on the US-flagged tanker Sea Isle City last week.

The oil platform had been used in the past as an Iranian military base. It was, as the Americans say, an "oil-related" target — just as the Sea Isle City had been — and the rig stood in international waters; the Americans are thus able to say that they did not actually attack Iran. Since Rustum had a military application, the US navy could possibly justify the attack in international law. Civilian casualties would have been largely avoided; Washington, it seems, understood the international response to the news that its bombs had fallen on civilian homes, and on a school, when its air force raided Libya last year.

But yesterday's violent explosion in the Gulf cannot be seen only as carefully calculated reprisal. Its implications are going to be felt across the region, and far outside as well, and not just in the immediate revenge that the Iranians may plan. For Washington has now entered the retaliation race, a policy which can only mean slow and painful military escalation for both sides, not least because Iran has had more practice at the game than the US.

American policy-makers in the Gulf have long believed — and admitted privately — that Iran understands the use of power. Iran may appear to be irrational, its forces financially reckless, but in the end the leaders in Tehran — so goes the theory — "respect" strength and its measured use. Thus there will follow from yesterday's attack on the Rustum a period of quiescence in the Gulf, in which the Iranians will be reluctant to attack merchant ships, especially oil tankers flying Old Glory from the stern rail.

It is a comforting theory, which has been projected by the aftermath of the US raids on Libya in April last year, which appeared to have quietened Colonel Gaddafi's enthusiasm for international



The Rustum oil rig, attacked by the US navy yesterday

## Reagan crosses the Gulf war's great divide

assassination and sabotage. But Iran is not Libya.

It is neither Arab, nor small, nor poor. It is a rich and powerful state, and — most dangerous of all for the United States — it is in a state of war. For seven years it has fought Iraq, and from now on it will identify Iraqi and US interests as one — in reality, not just in the rhetoric with which it has condemned both countries in the past.

For the true significance of yesterday's attack in the Gulf is that it has brought US forces definitively and conclusively into the Gulf War on Iraq's side. This does not mean there was collusion yesterday between Baghdad and Washington, although the growing military and intelligence links between the two capitals scarcely rules that out. But it does mean that Iraq and the US have now a common cause to strike at Iran; and the Iraqis have the satisfaction of knowing that, as initiators of both the Gulf War and the tanker war in the sear lanes which sucked the US into the conflict,

they now have Washington where they want it.

Nor can the US, which has so long feared an Iraqi collapse and Iranian hegemony over the Gulf, be unhappy about the outcome. Only on Sunday, a congressional report in Washington stated that Iraq appeared increasingly likely to lose the Gulf War. "Iraq can no longer win the war against Iran," the report said. "But Iraq can lose it." The document was drawn up, not by a think tank, but by three staff members of the Senate foreign relations committee who visited Iraq and other neighbouring Arab nations, and spoke to US navy personnel in the Gulf.

They were also concerned that Arab leaders saw Reagan's policies in the Gulf as confusing and incoherent, possibly leading to an escalation in the war. The main threat, the report said, lay not in the sear lanes which the US was trying to protect, but on the 300-mile battlefield between Iran and Iraq. "An Iraqi defeat would be catastrophic for Western

interests," the report said. "Unfortunately, there may not be much the US can effectively do to keep Iraq from losing."

No longer may that be the case. If Iran decides to redeploy forces against the US — or against the threat of further US action — then its Gulf war front line will be weakened and its own military potential diminished. Yesterday's attack, and the possibility that it may be followed by others, will preoccupy the minds of the leadership in Tehran, just as the Iraqis were expecting another big Iranian offensive opposite Basra.

Deeply troubling US diplomats in the Gulf has been the choice that will come about if Iran does win the Gulf war, if President Saddam Hussein of Iraq is overthrown and a pro-Iranian Shia regime replaces him. The Saudis and other conservative Gulf nations have put out discreet signals on this prospect and have generally concluded that, if the new regime in Baghdad was not too fundamentalist in tone, they could accept the departure of Saddam.

This has not been the view within the US embassy here. Unofficial press briefings have focused on a much bolder choice: between Iranian domination of the West's oil supply in the Gulf and direct US military intervention on behalf of the conservative Gulf states. The congressional report released on Sunday mentioned the same choices and also added, with devastating clarity, that "the US is perceived by Iraqis and Arabs alike as having sided with Iraq, and the expanded US naval presence is likely to invite more Iranian attacks of increasing severity."

In the meantime, Iraq itself is threatened by Kurdish insurgency in the north, and a challenge to its authority in the central sector of the front line from more than 2,000 Iranian anti-aircraft missiles authorized by Colonel Oliver North. Little wonder that the Iraqis have increased their own attacks on Iranian tankers in the Gulf; indeed, between 1981 and March this year, 216 of the 314 attacks on tankers — 70 per cent in all — were carried out by Iraq.

The equation is not difficult to understand: the fiercer the Iraqi assault, the greater the retaliation the Iraqis are likely to visit against US forces protecting the ships of Iraq's closest Arab neighbour. The US navy in the Gulf thus finds itself beset by the decisions taken inside President Hussein's war bunker in Baghdad.

Ben Pimlott

## Biography and the facts of life

Averaged over the 15 years it will have taken him to write it, the £625,000 paid to Michael Holroyd for his life of Bernard Shaw may not seem much. The City these days is full of young men earning twice as much in half the time. Still, by the standards of most serious scribblers, it is a breakthrough. Unlike every other category of heavy non-fiction, big biographies have started to make big money, because more and more people want to read them.

The words "serious" and "heavy" should be stressed. Holroyd is an excellent and highly readable author, but he does not make concessions. Nor does Richard Eilmann, whose *Oscar Wilde* was the previous financial record holder. These are books aimed as much at the scholar and the specialist as at the layman. Yet somehow they sell to both, and there are others who do almost as well. This is in spite of the fact that biographies are, if anything, weightier than ever, with footnotes proliferating like rabbits. In short, biography is becoming an exciting, developing literary form.

Or is it? A look at the best recent titles — admirable, careful, intelligent, illuminating, enjoyable books all — shows how comfortably unadventurous biography has become. The price tags go up. Newspapers and film companies compete for rights. Journals are stuffed with reviews of biographies at the expense of other historical work. Yet for the reader, the sense of being in the presence of the innovative, the radical, the avant-garde, is not there. The notion that biography should be treated as art rather than a method or craft is doggedly resisted, above all by the biographers themselves.

It is rare, indeed, for a biographer to reflect on the nature and traditions of an activity as ancient as writing itself, and one which preceded by millennia the parvenu novel. Christianity is a product of biography: of complementary and sometimes contradictory biographies, to be precise. As far as modern biography is concerned, the New Testament has a lot to answer for. Despite Strachey, Holroyd and a few others who attempted — mainly tentatively — to redirect the genre, the belief that the purpose of a biography is to do credit to the subject remains astonishingly rooted. This fact is seldom discussed, even in reviews, and there is no critical literature to speak of on biography.

That is not quite true. In some parts of North America and Australasia there are whole departments, even university chairs, devoted to the study of biography. There are also a number of books devoted to the topic. Yet most are unsatisfactory because they treat biography as a tool, instead of considering biography as a creation in its own right. Another ground for irritation (at least to a

political biographer) is the frequent presumption that biography is worth discussing only when it is "literary", a word used to refer not to the quality of the writing but to the occupation of the subjects. Thus biography is presented as parasitic on its sources, a branch of literary criticism to be justified as an aid to the understanding of genuinely creative work.

Yet biography needs no more justification than fiction. A biographer relates to evidence as a builder relates to bricks or a sculptor to granite. The material imposes limits: it does not fit the outcome. The essence of biography is a cat's paw game with truth. No biographer ever believes for a moment that he is writing a true story. Even the most copiously documented life remains, in its most important recesses, hidden from view. Letters and diaries are, at best, fragmentary interpretations always, written with a purpose which is often to deceive. The task of the biographer is to create a new and pleasing structure out of the ruins.

Obviously, there are rules of scholarship which cannot be broken, and as more papers are made accessible and spreads, these are becoming tighter. No stone should be left unturned in the pursuit of sources, *suppression veri* must be avoided, references must be accurately provided, and so on. These are technical matters, which define biography and distinguish it from fiction. Everything else, however, is convention; and convention is there to be broken.

How rarely it is! Although modern biographers, unlike their predecessors, show an often wearisome interest in the sexual proclivities of their subjects, little else has changed in 100 years. It is not just that biography remains the accepted mode. Nor is it that almost every biographer is apparently programmed to regard a life as a race track, a temporal space mapped in a physical line, starting with the birth, in chapter one, and stretching out chronologically towards the finishing line. It is also that biographers think little about composition, structure, shape, dramatic effect — kindergarten stuff for any fiction-writer.

Yet here is a paradox. Not only are biographies popular and good earners. Compared with the kind of contemporary novel that is frequently treated with absurd reverence in the review pages — lively, impudent and shallow — many biographies are better written, deeper, richer. That is why people buy them. Perhaps novelists and biographers should hold a joint congress. Insight could then rub shoulders with ingenuity, historical imagination with pace, to the benefit of both.

Ben Pimlott is Professor of Politics and Contemporary History at London University, and the author of a biography of Hugh Dalton.

## however... Henry Stanhope

### Off shootin' and fishin'

Alarm over the proliferation of firearms has stung marksmen into pointing out that shooting is now our second most popular sport, after fishing. More than two million people take part in it.

I can only half understand why people fish. There is clearly much to be said for standing beside a trout stream in the country, flicking the rod like a whip over the water in stimulation of a hyperactive fly, or wading thigh-deep through the Tay, between plunging banks of green and gold, to hook a boning salmon in September.

Not only do such endeavours require great skill, but one's efforts are often rewarded with a meal. Brown trout, lightly grilled or fried in butter, or poached salmon served with green salad, potatoes which taste of allotments, and a fresh crisp white wine from the Loire — can make getting half-soaked and catching a chill almost bearable.

I have even enjoyed, I'm ashamed to admit, catching mackerel at the seaside. There is a crude satisfaction in feeling the tug on a drag line and seeing for the first time the glistening scales of one's wriggling fish emerge from the depths beyond Sidmouth.

But at one point you need to remove the hook from the fish's mouth — an uncomfortable reminder of the underlying cruelty of all hunting. If fish could scream they would be safe at least from people like myself.

Secondly, few fishermen can enjoy such picturesque settings as those above. As fishing rights on our best rivers are usually privately owned, access to their banks is either expensive or impossible. Even Rupert Brooke's wry little poem called *Heaven*, "Fish, fly replete in depths of June/Dawdling away their watery noon", suggests rural idleness, small pools and bobbing floats, kingfishers and dragonflies and groves of yellow reed...

But of course it is rarely like that. An urban gravel pit on a wet Sunday morning, a car that won't start and coarse fish one can't eat, are what angling seems to be all about for most of them. I remember watching some fishing contest once — a row of men on camp stools spaced out along a concrete embankment, with their line of maggots and sardine sandwiches, the *Sunday People* and packets of

Capstan Full Strength, while a cold breeze ruffled the grey water....

But compared with shooting fishing is a riot. Again, I can see the attractions of tramping a Scottish grouse moor in the mist, with the promise of better things to come — like a shot of best malt and a bath. And at least you have grouse to eat later, if you don't mind picking your way through the pips and bones — and are not put off by the unpleasant ritual slaughter.

I can just understand why people pot clay pigeons. But why they like target shooting is quite beyond me. Target shooting is like playing darts without the barmaid and the beer. There you are, in a bare, bleak echo chamber where you can't even chat to your neighbour because of the ear muffs you have to wear to protect your hearing from being permanently impaired — banging away in fairly tedious fashion at a piece of cardboard.

Rifle shooting is boring and uncomfortable. Lying with spayed legs on a flag, while pistol practice is irritatingly hard. Even when you're gripping the gun two-handed *à la mode*, in the manner of *The Avengers* rather than Wyatt Earp, the damned thing jerks so violently that the easiest thing to aim at is the ceiling. That's why they keep shooting the lights out in films. Most of the Wild West cowboys, of course, couldn't shoot straight — which was why they liked the Colt 45. It fired so large a bullet that precision was of secondary importance.

As for semi-automatics, they're downright dangerous. I was admittedly conditioned by the Army and particularly by our sergeant — a small dyspeptic man who had clearly been unmoved by a generation of armed and incompetent conscripts.

Being inclined towards absent-mindedness, I unlearned him most of all. My habit of humming Welsh hymns while casually toting a sten gun used to send him into uncontrollable rages. He clearly decided that the only way he was going to survive my National Service was by delivering such warnings on the dangers of guns that I have ever after handled them with the care of one feeding a lump of sugar to a rattlesnake. A good book is a great deal safer — and more fun.

صحنه من الامل









## COURT AND SOCIAL

### COURT CIRCULAR

**BUCKINGHAM PALACE**  
October 19: The Princess Royal, Duchess of Gloucester, as Patron of the University of London, this morning opened the new Maurice Wohl General Dental Practice Centre at King's College School of Medicine and Dentistry, King's College London, Denmark Hill, SE5.

Mrs Charles Ritchie was in attendance.

The Queen was represented by Sir Robert Armstrong (Secretary of the Cabinet) at the Memorial Service for the Lord Trend (formerly Secretary of the Cabinet) which was held in Westminster Abbey today.

**KENSINGTON PALACE**  
October 19: The Princess Margaret, Countess of Snowdon, held a Reception for the Lord Trend Festival, of which Her Royal Highness is Patron, in the State Apartments, Kensington Palace, this evening.

Mrs Elizabeth Blair was in attendance.

**KENSINGTON PALACE**  
October 19: The Duke of Gloucester, President, National Association of Boys Clubs, this afternoon launched Club Week 1987 at the Hippodrome, Cranbourne Street, WC2.

### Forthcoming marriages

**Mr R.D.C. Aldridge**  
and **Miss C.M. Dimmock**  
The engagement is announced between Richard, youngest son of Dr and Mrs John Aldridge, of Charlton, Chichester, and Christina, middle daughter of Mr Peter Dimmock and the late Mrs Dimmock, of Compton, Berkshire.

**Captain J.E.M. Drummond**  
and **Miss A.F. Koops**  
The engagement is announced between James, elder son of Colonel and Mrs Robin Drummond, of the British Embassy, Prague, and Annette, younger daughter of Mr and Mrs Leander Koops, of Hellingly, Sussex.

**Mr M.H.S. Dyckhoff**  
and **Miss S.L. Skinner**  
The engagement is announced between Martin, youngest son of Mr N.F.W. Dyckhoff, of Halesham, Leicestershire, and Mrs E.A.C. Dyckhoff, of Winchester, Hampshire, and Sarah Louise, daughter of Colonel and Mrs R.J. Skinner, of Warminster, Wiltshire.

**Mr A.D. Green**  
and **Miss C.A. Lewis**  
The engagement is announced between Andrew, son of Mr and Mrs J.T. Green, of Solihull, West Midlands, and Caroline Angela, daughter of Mr and Mrs A.H.S. Lewis, of Netherley, Grampian.

**Mr N.C. Higson**  
and **Miss A.J. Borroughs**  
The engagement is announced between Neil, eldest son of Mr and Mrs G.E. Higson, of Solihull, and Alison, eldest daughter of Mr and Mrs E.G. Borroughs, of Hampton.

**Mr H. Hughes**  
and **Mrs C.M. Capper**  
The engagement is announced between Howard, son of the late Mr C.W. Hughes and of Mrs E.M. Hughes, of Sevenoaks, and Christine, daughter of Mr and Mrs W.G. Miles, of Tunbridge Wells.

**Mr R.A. Lloyd Smith**  
and **Miss C.V. Davis**  
The engagement is announced between Robert, son of Dr and Mrs A.J. Smith, of Stretton-on-Dunsmore, Rugby, and Claire, daughter of Mrs E.N. Davis, of Greenwood, of Rugby, and Mr R.M. Greenwood.

### Birthdays today

Sir James Acker, chairman, West Midlands Regional Health Authority, 52; Mr Hume Boggie, former deputy secretary, Lord Chancellor's Office, 76; Sir Edwin Bolland, diplomat, 65; the Right Rev Stanley Booth-Clibborn, Bishop of Manchester, 63; Professor Angela Bowry, director, Glasgow Pay Advice and Research Centre, 47; Major-General T. Brodie, 84; Mr Ray Buckton, trades unionist, 65; Mr Alfredo Campoli, violinist, 81; the Right Rev Dr H.J. Curpen, former Bishop of Oxford, 86; Mr Lawrence Daly, trades unionist, 63; Professor Sir Douglas Hague, former chairman, Economic and Social Research Council, 61; Mr Eddie Macken, showjumper, 58; Lord Montagu of Beaulieu, 61; Sir Roger Ormrod, former Lord Justice of Appeal, 76; Mr Ian Rush, footballer, 26; Professor S.B. Saul, vice-chancellor, York University, 63; Sir William Shephard, chartered accountant, 75; Sir Alexander Stirling, diplomat, 61; the Hon Emma Tennant, writer, 50; Sir Ian Trethowan, chairman, Thames Television, 65; Mr Timothy West, actor, 53.

### Sir Peter Medawar

A service of thanksgiving for the life and work of Sir Peter Medawar, OM, CH, will be held in Westminster Abbey at noon on Monday, December 7, 1987. Those wishing to attend are invited to apply for tickets in writing to: The Assistant Receiver General (Protocol), Room 7, The Chapter Office, 20 Dean's Yard, Westminster Abbey, London, SW1P 3PA, enclosing a stamped addressed envelope, by Monday, November 23. Tickets will be posted on Monday, November 30. All are welcome to attend.

### Kensington Gift Fair

The Kensington Gift Fair will be held at Seary's, 30 Pavilion Road, SW1, on Wednesday, October 21, from 10.30 am to 3.30 pm, in aid of the NSPCC. The entrance fee is £2 and stalls will include antiques, baskets, linen, jewellery, handbags, knitwear, toiletries, children's clothes and stocking fillers.

## Retiring Buckton meets the buffers at Bushey

Roland Rudd

Mr Ray Buckton, who as leader of the train drivers' union presided over the "flexible rostering" strikes five years ago, today retires after 17 years as general secretary of the Associated Society of Locomotive Engineers and Firemen.

Mr Buckton, aged 65, spent his last day clearing his office at the union's London headquarters in Hampstead. He is planning a future helping to run a South American restaurant in Bushey, Hertfordshire, where he promises the meals "will be served on time".

Few trades union leaders have aroused such passionate feelings in the commuter belt. In his battle with management over flexible working he once told the British Railways Board: "My members are very angry and I cannot hold them back much longer". When their anger spilled over into industrial action, Mr Buckton was warned by BR not to travel on a train alone for fear of public reaction.

The veteran left-winger became a trades union leader who the public loved to hate. During the 1982 rail strikes Mr Buckton had the dubious honour of seeing his image unfavourably depicted in more than 200 cartoons in national newspapers. A former chairman of the British Rail Board once shouted in Mr Buckton's face: "You belong in the steam age".

But Mr Buckton says he never took any of the insults personally. "I always knew that any strike action would have an immediate effect and the media would be out to hammer me. The majority of disputes were taken in the interest of the railways, which can only be run with a dedicated staff."

However, Mr Buckton is concerned that British Rail could be plagued by unofficial and wild-cat strikes, which characterised the 1960s and 1970s. "The Government takes away the power of the elected trades union representatives."

"In the past both Labour



Mr Ray Buckton clearing his desk at Aslef's London headquarters yesterday. (Photograph: Tim Bishop)

and Conservative governments have put forward trade union legislation to give the trade union leaders authority as elected representatives. If this Government tries to take away our power there will be a terrible reaction from the grass-roots."

Over the past few years Mr Buckton has had to fight a more personal battle against illnesses, which has consumed most of his energy. "I am lucky to be alive," he said at the last trade union conference which gave him a rousing standing ovation.

His illness did not always deter his political opponents

of which he had many — to plot what some considered a "brutal hatchet job" in voting him off the TUC's General Council in 1986, while he was in hospital recovering from an operation.

Mr Buckton will today be succeeded by his deputy, Mr Neil Milligan. Mr Buckton, a former chairman of the TUC, was always respected as an "idealistic socialist" who fiercely believed in the merits of public ownership.

He joined Aslef as a youngster of 16 and started as a fireman on the Flying Scotsman.

## OBITUARY

### SIR RAYMOND HAWKINS

#### Midget submarines and nuclear propulsion

Vice-Admiral Sir Raymond Hawkins, KCB, who has died at the age of 77, was a distinguished naval engineer, whose service was concerned very largely with submarines. He was also the first engineer to be on the Board of Admiralty, where he was Fourth Sea Lord from 1963 to 1964.

Hawkins' career stretched from the diesel boats of the 1930s to the age of nuclear propulsion, and he was involved in preparing the engineering side of midget submarine attack on the German battleship *Tirpitz* in 1943.

Raymond Shayle Hawkins was born on December 21, 1909, and educated at Bedford School. He joined the Royal Navy in 1927 and qualified at the Royal Naval Engineering College, Keyham, in 1931.

His early service was in the battleships *Iron Duke* and *Resolution*. But he qualified as a submariner in 1935, and for the next eight years served almost continually in submarines.

Hawkins was good at a variety of sports. As a wing forward he frequently played rugby for the Navy during the 1930s. He won the United Services Golf Championship, and the Arbutnot-Lane

Trophy for motor cycle scrambling. In the early part of the war Hawkins had a staff post, but in 1943 he was appointed to the 12th submarine flotilla. This was working up for its attempt to sink the battleship *Tirpitz*, which from its lair in a Norwegian fjord, had succeeded, by its mere presence in stopping the Russian convoys.

As Flotilla Engineer Officer, Hawkins played an important role in tackling the technical problems likely to be encountered in this attempt. The X-craft were, as their name implies, still in the experimental stage of development, when it was decided to commit them to the operation. Many of their systems were untested, and it says much for Hawkins and his engineering team — as well as for the bravery of the midget submarine crews — that the attack achieved the result it did.

Though *Tirpitz* was not sunk, she was damaged badly enough to prevent her steaming, and this had important strategic consequences, notably the restarting of the Arctic convoys.

Hawkins later went to the cruiser *Orion*, and in her took part in the Normandy landings, and the 'Anvil

landings in the south of France. After the war Hawkins' promotion was rapid. He was Executive Officer at the Royal Naval Engineering College, Manadon; he was Assistant Naval Attaché in Paris, and he commanded the boys' training establishment, HMS *St Vincent*.

But perhaps his most important appointment was that of Rear Admiral, Nuclear Propulsion, in 1959.

Work on nuclear power plants for British submarines was just beginning to absorb the lessons learned by the Americans, and it was Hawkins' task to coordinate the research at this crucial juncture.

To this he brought not only his expertise as an engineer, but also his gifts as an organizer. And it was this latter quality which took him to the Board of Admiralty, in 1963, giving him, as the first "Plumber" to sit on the Board, his own little niche in naval history.

His last job was as Chief of Naval Supplies and Vice-Controller of the Navy, from 1964 until 1967, when he retired.

His marriage was dissolved in 1980. There were three sons and one daughter.

### SIR DOUGLAS LOGAN

Sir Douglas Logan, a most able Principal of the University of London from 1948 until 1975, and one of the best-known university administrators in the Commonwealth, died yesterday. He was 77.

Douglas William Logan was born at Liverpool on March 27, 1910, and educated at Liverpool Collegiate School, University College Oxford (where he was a classical scholar) and at the Harvard Law School (where he held a Henry Fellowship and studied under Felix Frankfurter).

In July, 1936, on his return from Harvard, he won the Barstow Scholarship, was called to the Bar by the Middle Temple, and appointed to an assistant lectureship in law at the London School of Economics. He left for Cambridge in 1937, to become a Fellow of Trinity College.

After war service at the Ministry of Supply he was appointed clerk of the University of London Court. A few years later he was promoted to the principalship.

The University of London is a unique organization. Few outside understand how the machinery works, and many seem astonished that it works at all.

The principal is the "chief engineer in charge of the machinery". It is his function to see that it runs smoothly without creaking, and does not break down under various stresses.

In Logan's time those stresses arose from many quarters: increases in student numbers, student militancy,

staff expansion, adjustment of staff salaries, financial stringencies, shortage of accommodation, and the shortage and cost of building sites in central London. He had a particular gift when it came to dealing with money matters.

He was concerned also with medical education, students' hostels, overseas commitments and co-operation — or rivalry — between colleges.

For the discharge of this stupendous range of duties Logan was equipped with unerring energy and a wonderfully clear mind. He had a capacity (arising from his legal training) for separating what was relevant from masses of irrelevantities. Added to this there was a toughness of fibre which, with an advocate's experience and a classicist's education, helped him to hold his own in argument as well with academics as with administrators.

In his early days he often found difficulty in suffering fools (of all ages) with a moderate measure of "glassiness" with also his experience this impatience evaporated and his capacity to endure long academic discussions was a matter of envy to his colleagues.

One of Logan's best known achievements was the series of annual reports on the working of the university. They were widely read and often led to public discussions.

He had been vice-chairman — and, later, chairman — of the Association of Commonwealth Universities, a member of a number of inter-university scholarship

committees, and of some Government committees. He had also been a governor of the Old Vic, a trustee of the City Parochial Foundation, and president of the British Universities Sports Federation.

Within the university itself there were three spheres in which Logan's contributions were outstanding. First, the union, student hostels and university games, all of which owed much to his efforts.

Second, medical education. A dozen or so formerly independent medical schools had to be brought together within one university as the old voluntary hospitals merged into the National Health Service. Logan bore a heavy burden with good will and patience, trying to bring sense and order to chaotic demands and changes — political, administrative and academic.

Finally, the overseas demands made on London University in his time were tremendous. Around the weaker, dependent university colleges were transformed into colleges with university status, by processes which demanded skill in planning, and diplomacy.

Logan's honours included election as a Bencher of his Inn. He was a Fellow of the London School of Economics, and a Chevalier of the Legion of Honour; and he received a host of honorary doctorates from universities around the world.

He was married twice. There were two sons of the first marriage and a son and a daughter of the second.

### MR HARRY ROBINSON

Mr Harry Robinson, GC, who died on October 16, at the age of 70, was awarded the Edward Medal in silver (later translated George Cross) for his gallant efforts in a Durham colliery disaster on the night of August 22, 1947.

Robinson and two fellow Deputies — William Younger and Joseph Shanley — were all underground at the Louisa Colliery when there occurred an explosion of fire damp (a noxious — exhalation, found especially in coal mines) and coal dust. At that point, they could have made good their own escape. Instead, they raced to the scene, where they were met by overman John Hutchinson, who had come down from the surface.

There they found two dozen miners, all of whom were either injured or suffering from the effects of carbon monoxide poisoning. The atmosphere was so thick that the

beams of the cap lamps could penetrate only a foot or so which meant that the rescuers could not guard themselves against further collapses, and the road was littered by tubs do-railled in the blast.

Nineteen were already dead; of the five who were brought out alive, two later died in hospital, but three recovered. Without doubt, had it not been for the heroism of Robinson and his colleagues, who struggled in the choking darkness for the best part of two hours, all would have perished.

The subsequent citation read: "The circumstances and conditions would have tested the courage and endurance of the bravest and strongest."

Robinson, Hutchinson, Shanley, and Younger were all awarded the Edward Medal.

Harry Robinson was born

in the mining village of New Kyo, county Durham, on December 27, 1916. He left the local school when he was 14. He began his working life in 1931 as a pony driver at the Morrison South Pit, where both his father (who was later fatally injured) and brother also worked.

He started Deputy work in 1942, in which year he also began training on the mines rescue team, for which he received a gold medal for 15 years' service. After the closure of South Pit in 1945, he was transferred to Louisa Pit.

He retired in 1974 after forty-two years in the pits. His recreations, particularly in his younger days, were breeding fowl and, during the war, pigs. He was awarded the Queen's Silver Jubilee Medal in 1977.

His wife, Mary, whom he married in 1941, survives him with their son.

### CANON EVAN PILKINGTON

Canon Evan Pilkington, who led prayers and silence every hour on weekdays, and care for visitors.

Market stall owners at Kingston, colleagues among the Queen's chaplains, members of the congregation of St Paul's — all equally valued his wit and pastoral insight. His informal but compelling preaching was an outstanding contribution to the worship of St Paul's.

During his retirement he published two guides to Christian prayer and practice.

His Honour Judge Wrightson, who died on October 16, aged 67, was, since 1978, a judge on the Northern Circuit.

The Dean of St Paul's writes:

In London, Canon Pilkington rapidly established himself as a counsellor, and with his wife, Elsie, their welcoming and hospitable home in Amen Court became a haven for many. His warm-hearted spirituality made a permanent difference to the life of the cathedral. There he instituted a daily chaplaincy staffed by London clergy and religious

### MR THOMAS CREIGHTON

Mr Thomas Creighton, writer and teacher, has died at the age of 72.

He was educated at Marlborough and Trinity College, Cambridge, where he worked at Blatchley during the war.

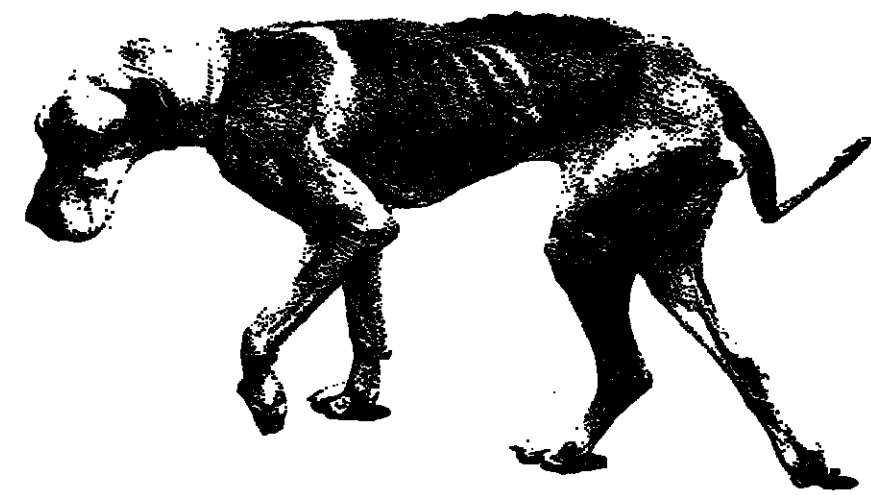
Afterwards he lectured at Reading, Makerere, Leeds and Edinburgh universities, and held a professorship at Founah Bay, Sierra Leone.

An outstanding writer and teacher, he was Africa correspondent for *The Spectator* for some years and his *The Anatomy of Partnership* (1960) is widely recognised as a classic on African politics. He had also written on the poems of Thomas Hardy.

He was twice married, the second time to Barbara Neil, and leaves a son and daughter by that second marriage.

Sir George Middleton, KCVO, Surgeon Apothecary to HM Household at Balmoral Castle from 1932 until his retirement in 1973, died on October 16. He was 82.

## HOW CAN THE GOVERNMENT IGNORE HALF A MILLION STRAYS?



According to JACOPI (Joint Advisory Committee on Pets in Society) figures, an estimated 500,000 dogs are allowed to stray in Britain at any one time. Lack of Government action allows it to continue.

Now the Government intends to abolish the dog licence as part of new legislation currently going through Parliament.

Don't let the Government turn its back on the stray dog problem. Support the RSPCA's Charter for Responsible Dog Ownership. For your information Pack, simply fill in the coupon and return it to: RSPCA, FREEPOST, Northampton, NN4 0BR. Or better still, telephone (0604) 767676 now.

I want to know more about the RSPCA's Charter for Responsible Dog Ownership. Please send me my free information Pack.

Name: \_\_\_\_\_

Address: \_\_\_\_\_

Postcode: \_\_\_\_\_

RSPCA, FREEPOST, Northampton, NN4 0BR. Freeport means we pay the postage but if you could use a stamp more of our precious funds will be available to prevent cruelty to animals.

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## HORIZONS

A guide to  
career opportunities

## Ancient path to health

By Janis Mackay  
Natural health is something we hear more and more of, in its myriad, often weird and wonderful sounding ways. Concern is growing at the increased use of chemicals in healing and many people are training in what can, collectively and loosely, be termed alternative medicine.

One form of alternative medicine that has become generally fairly well accepted as an effective and natural aid to health is acupuncture. This system of Chinese medicine, which is 5,000-years-old, has baffled scientists and doctors alike, as it has been known to cure complaints ranging from headaches to cancer.

As with the growing number of therapies now on offer, so too there are a growing number of people wishing to work in the world of healing, but who, because of particular beliefs and interests, do not feel their place to be within the orthodox practice of medicine.

And so, while the son in search of gold goes West, the one seeking wisdom goes East, for a system of medicine that understands the mysteries of energy and elements, treating the body in its wholeness as body, mind and spirit. People who choose to study Chinese medicine, and practise acupuncture will often already feel an affinity with ancient Chinese philosophy.

"I can understand why people think of acupuncture as 'strange'," said Robert Ritchie, an acupuncturist in Edinburgh. "It took me a bit of time to get used to it and I'm still amazed by the results." Ritchie trained at the International College for Oriental Medicine in Sussex. Most of his work is as part of a team in various centres and clinics for natural health.

"I'd like to feel that acupuncture was accessible to everyone," he said. "I try to keep prices low. Paying for treatment often deters people and it can be difficult to strike the right balance. As an acupuncturist you are not supported by the National Health

Service and yet you are providing a service that many people want... and you've got to live! Hopefully we will soon be recognized by the NHS. Acupuncture has wonderful results in curing the everyday niggling complaints that many people suffer from: headaches, pains and stress. I feel that the success in this area will help Chinese medicine and its efficacy to become generally accepted.

"People are also put off by the image of being prodded with needles," adds Robert. "What many people don't realize is that Chinese medicine is a whole science in itself. It is a complete approach to disease, acupuncture being the mechanics of it."

"Some doctors, recognizing the efficacy of acupuncture, are learning the rudiments and practising on patients. Yet I feel this form of practice is not respecting Chinese medicine in its entirety. Practitioners go through a rigorous three-year training and this is not simply to know how to insert needles."

As an acupuncturist you are respecting the unwritten code that says there is something else at work - the vital spirit or the body's own healing energy. It is this something else that we are assisting with acupuncture.

"Acupuncture is concerned with the body's capacity to heal itself and addresses the whole person. Quite simply the body is like a wonderful book and in Chinese medicine we learn how to read this book. The body doesn't lie and much of the treatment is spent in diagnosing. We read the pulses and are led to the roots of disease by indicators on the body."

Treatment usually lasts an hour, which gives time to ask questions and establish a connection to the patient. Then comes the prodding with the needles. These, in fact, are no more than painless pin pricks inserted in specific points to assist in healing and establishing a healthy flow of energy and balancing the elements of the body.

"Healing naturally is rarely instantaneous and this may put people off, but in acupuncture, and indeed in many alternative forms of medicine, we believe that the body has its own healing process and this takes time. In acupuncture we are assisting the body to heal itself and we will also advise the patient on changes in diet and lifestyle in order to ensure a return to good health."

"I was drawn to acupuncture as a career because it made sense. It makes sense to me that a foot is something more than just an appendix to my leg."

"I sensed that things interacted but wasn't sure how until I studied Chinese medicine. To me the body is like a pool of water and when you throw something in, ripple effects are created. Working as an acupuncturist, I feel you must be centred in the tradition and observe the laws of yin and yang; the balance of opposites."

There are five main colleges of acupuncture in Britain and A-levels or Higher are required for entrance into this rigorous three-year training. Students will study acupuncture, philosophy and pathology (Chinese medicine's corpus of knowledge which seeks to explain disease patterns and the philosophy it stems from). Students will also study orthodox medicine in some depth.

To ensure professional standards and to help complementary medicine to become more widely accepted, the Council for Complementary and Alternative Medicine (CCAM) has been established. CCAM represents organizations in acupuncture, osteopathy, chiropractic, medical herbalism, homeopathy and naturopathy.

"It is a positive thing that people in different streams of alternative medicine are working together," says Robert Ritchie, "for the sooner we get out of separate camps the better."

© Council for Acupuncture, Suite 1, 19a Cavendish Square, London W1M 9AD.

## PUBLIC APPOINTMENTS

## HEALTH CARE

Housing Estates Division  
CONTRACTS  
MANAGER  
(Re-advertisement)£11,070 to £11,805, plus Essential  
User Car allowance or car leasing  
facilities.

An ambitious and energetic person is required to manage and develop the contracts section of the Division's direct labour organisation, which has won the Council's Jobbing and Voids contracts in competition and is seeking to extend its operational activities into other areas of the Council's work. Applicants should have experience in the management of small works contracts, both as supervisor and estimator, and must be able to manage them from initial enquiry to final account. Experience in the use of schedules of rates and understanding of work study based incentive schemes is desirable. Whilst membership of an appropriate professional body would be an advantage, a proven record of success is more important.

Terms of appointment include:

- reimbursement of removal costs and legal/estate agency fees up to £3,500;
- a resettlement grant of £1,000;
- generous subsistence and travel allowances for family visits;
- temporary lodging allowance of £50 per week for appointees, with payment for weekly travel home - three days paid leave at removal time;
- attractive mortgage subsidy scheme;
- free life insurance;
- professional subscription paid;
- generous annual leave.

Bedford is a market town of pleasing character and contrast, situated in appealing East Anglian countryside yet within easy reach by road and rail of London and most other parts of the country.

Application forms and further details obtainable from: Peter S. McIntosh, Recruitment Officer, Town Hall, Bedford MK40 1SJ. Telephone: (0234) 67422, ext. 185.

For an informal discussion, please telephone Ralph Scott, Building Works Manager, on (0234) 67422, ext. 185.

Closing date: 13 November 1987.

North Bedfordshire  
Borough Council

The Council is an equal opportunity employer, and welcomes applications irrespective of race, sex or disability.

CAMBERWELL HEALTH AUTHORITY  
COMMUNITY/PRIORITY CARE  
SERVICESSECRETARY/  
OFFICE MANAGER£7,757 - £9,763 pa inc  
(pay rise pending)

To DIRECTOR OF PRIMARY AND PREVENTATIVE CARE SERVICES who is also HEAD OF THE DEPARTMENT OF COMMUNITY DENTAL HEALTH.

You will be responsible for the management and smooth running of the secretarial support services within the Department, and will provide secretarial support to the Director. Essential attributes include a mature outlook, good interpersonal skills and telephone manner, the capability to work accurately/speedily to deadlines, ability to maintain confidentiality and experience in the use of a word processor.

Hours - 36 per week - Monday to Friday

PERSONAL  
SECRETARY£6,113 - £7,056 pa inc  
(pay rise pending)

You will provide general secretarial support to the Director and to other members of his Department. Essential attributes include good interpersonal skills, telephone manner and accurate typing.

Hours - 36 per week - Monday to Friday

Application forms and job descriptions are obtainable from and returnable to, the Unit Personnel Department, Community/Priority Care Services, Administration Block, St. Giles Hospital, St. Giles Road, SE5. (Anaphone 701-0125). Closing date: 30th October 1987.

Camberwell has a no smoking policy.  
CAMBERWELL HEALTH AUTHORITY:  
WORKING TOWARDS EQUAL  
OPPORTUNITIES

Social  
Workers

(SECTION II)

£9,651 with possible progression to £12,882  
Reading Division, a busy urban setting with a substantial Afro-Caribbean/Asian population, seeks 2 Social Workers from these backgrounds for the Division's front-line work which is responsible for social need within these specific communities. We have already made some headway in encouraging black clients to test out our service provision and we want to build on this positively.

We offer the right candidate strong professional support and there is peer group support from the Black Community Support Unit. There are regular meetings with the Management Team to examine and influence policy and practice. This Division is committed to equal opportunity and is working to defeat racism.

If you hold a COSW we would like to talk to you - ring Tony Jones, Deputy Divisional Director, or Margaret McKee, Assistant Divisional Director, on Reading 586111. Application forms from Personnel Section, Social Services Department, Abbey Mill House, Abbey Square, Reading, RG1 5AA. Tel: Reading 586111 Ext. 590.

Closing date 12th November.

ROYAL SOCIETY  
OF MEDICINE

Applications are invited for the post of Medical Services Secretary, a senior appointment with responsibility to the Executive Director for planning all medical meetings of the Society at home or abroad. The successful applicant will be medically qualified and should be able to demonstrate experience of organising meetings within the medical academic environment.

An ability to communicate effectively at senior levels with colleagues in university departments, hospitals, research institutes and in industries allied to medicine is essential. The Society expects to appoint someone between the ages of 45 and 55 and the salary will be negotiable. Applications should be received before 19 November. They should be accompanied by a CV and be sent to the Executive Director's Office, 1 Wimpole Street, London W1M 8AE.

## TECHNICAL

## Investing in London

Greater London Enterprise is an investment agency which uses a combination of private and public sector finance to achieve commercial targets and social objectives. We are about to embark on a £10M programme of investment in managed industrial property. This vacancy presents an opportunity to be involved at the start of this process and to gain the career rewards of its success.

## Property Management Surveyor

circa £16,000 plus car

We wish to appoint an experienced property management surveyor. Working within a small team you will have responsibility for an expanding portfolio of industrial property and giving advice on property matters to GLE subsidiaries and investment companies. You will be actively involved in assisting the Property Director with investment and development schemes.

You should have 2 1/2 years post qualification experience of industrial and commercial property management and be looking for diversification and responsibility as part of your career development. Experience of computerised property management is desirable.

To apply please phone Vanessa Moody on 01-403 0300 for an application form and job description or write to Greater London Enterprise, 63-67 Newington Causeway, London SE1 6BD. Application forms should be returned by 30th October 1987.

GLE is an equal opportunities employer and considers all job applicants strictly on their merits. In addition, we positively welcome applications from women, black people and disabled people where they are under-represented in particular jobs. Our premises are disabled accessible, all our posts are open for job sharing, and providing childcare assistance.

## GREATER LONDON ENTERPRISE

## THE COMMISSION OF THE EUROPEAN COMMUNITIES

is organizing an open competition to constitute a reserve of

ENGINEERS  
(male or female)

to perform administrative tasks relating to action and research programmes in the following areas:  
1. mining safety and safety in the steel industry (ESCI); 2. safety at work; 3. transport; 4. rational use of energy in the field of transport; 5. monitoring of operations from the Commission; 6. industrial safety and completion of the internal market.

- Conditions:  
- the candidates must satisfy the following requirements:  
- be a national or one of the Member States of the Communities;  
- have a thorough knowledge of one official Community language and a satisfactory knowledge of a second Community language;  
- have been born after 15 November 1951;  
- have completed a course of university education and obtained a degree in engineering;  
- have at least two years experience since obtaining the degree in one of the above mentioned areas.

The Commission's policy is to ensure equal opportunities for men and women in all parts. The full notice of the competition as well as the application form can be obtained by writing, preferably on a postcard, quoting the reference COM/7/531, to:

- Commission of the European Communities, Recruitment Division, rue de la Loi 200, B-1049 Brussels;
- Press and Information Office, Commission of the European Communities, 8 Storey's Gate, London SW1P 3AT;
- Press and Information Office, Commission of the European Communities, Windsor House, 9/15 Bedford Street, Belfast BT2 7EG;
- Press and Information Office, Commission of the European Communities, 4 Cathedral Road, Cardiff CF1 1SS;
- Press and Information Office, Commission of the European Communities, 7 Alva Street, Edinburgh EH2 4PH.

CLOSING DATE FOR SUBMISSION OF APPLICATIONS: 18.11.1987.

Contract  
Surveyor

Post No 503

Scale 6/SO1 £9966 - £11805pa  
(£10191 - £12072 pa wef 1.2.88)

The City Council has a commitment to providing a good standard of accommodation for its Residents and is carrying out an extensive programme of works.

Reorganisation of the Housing Services Technical Section has caused two vacancies in the team of contract surveyors employed in the Planned Maintenance Section. This is an important and progressive section which deals with a variety of both large and small contracts and is responsible for comprehensive contracts for repairs and renovations including external painting and planned maintenance to all the City Council owned dwellings.

Duties will include surveying dwellings of a varied construction and type, scheduling dilapidations, preparing specifications, drawings and contract documents together with schedules of works and post-contract duties up to final accounts stage.

Extensive experience in this type of work is desirable, as is an appropriate qualification, however applicants who can show an aptitude for career, academic and personal achievement will also be considered and those who are already studying for a professional qualification will be actively encouraged to continue.

This is a post which offers the opportunity to test existing skills and to extend them further. If you are interested and would like to discuss the job please telephone John Green on Portsmouth 834775 who can also send you an application form.

Application forms from Mrs L. Halsey, Housing Services Department, Civic Office, Guildhall Square, Portsmouth PO1 2AX. Tel (0705) 834468. Previous applications need not resubmit.

Closing date 2 November 1987

READVERTISEMENT -  
PREVIOUS  
APPLICANTS NEED  
NOT RE-APPLYCOLCHESTER BOROUGH COUNCIL  
SENIOR ASSISTANT  
QUANTITY SURVEYORPOST NO 55  
Salary range £13,506 - £14,768 (£13,812 - £15,105 w.e.f. 1/2/88)

+ Essential User Car Allowance  
+ Generous Relocation Package (which may include the provision of temporary housing accommodation) where applicable.

A re-appraisal of the work load and staffing of the Quantity Surveying Section of the Property Services Department has led to the creation of the post of Senior Assistant Quantity Surveyor. The person appointed will be required to assist the Principal Quantity Surveyor (who is due to retire in 3 to 4 years) in organising a small, but busy, office and to deputise for him in his absence.

In addition to the benefits listed, a loan under the assisted car purchase scheme, or participation in a leasing scheme at preferential rates, is available in approved cases and the Council operates a flexible working hours system. A lodging allowance and a monthly 2nd class return rail fare home for up to six months will also be paid in certain circumstances. Colchester is situated within easy reach of London and the East Coast. It is a rapidly expanding town with good shopping and recreational facilities. The countryside and excellent water sports centres, providing fishing, sailing, windsurfing and water skiing, are readily accessible. The Department will move to new purpose designed and furnished offices in the Town Centre about mid-1988.

Candidates should be fully qualified with several years post-qualification experience related to both new construction works and repairs and modernisations under all Standard Forms of Building Contract. They will be expected to exhibit drive, initiative, and management ability. Experience of Audit procedures and the appointment of, and liaison with, consultants in all building disciplines would be an advantage.

Application forms are available from the Personnel Section, Town Hall, High Street, Colchester (Telephone 0206 712245) to which they should be returned by Friday, October 30, 1987.

For technical information relating to this post telephone the Principal Quantity Surveyor (0206) 712251.

PUBLIC APPOINTMENTS  
CONTINUE ON PAGE 38

## HEALTH CARE

Occupational Health  
Nursing Officer

Brentwood Negotiated salary + company car

Cleanaway lead in providing British industry and local government with a comprehensive waste management service. The Company employs over 1200 people and has a national network of bases providing collection, transportation and disposal of domestic, commercial and industrial wastes.

Reporting to the Company Safety Adviser you will be working on your own initiative with complete responsibility for shaping the Occupational Health function and tailoring it to the needs of the business.

You will be responsible for implementing, monitoring and evaluating the effectiveness of the Company's Occupational Health policies and for providing management with professional advice on all aspects of occupational health including policy matters. You will also organise medicals and look after the administration including keeping proper records.

Travel is an essential feature of the job as much of the work will be done at the operating locations.

To provide this important service you will be an SRN, male or female, with an Occupational Health Nursing Certificate, a few years' relevant experience and be a good administrator.

If you have the energy and drive to meet this challenging opportunity please telephone or write for an application form and job description to Mr. K. Holland or alternatively send your CV.

Cleanaway Limited,  
The Drive,  
Worley,  
Brentwood,  
Essex CM12 3BE.  
Tel: (0277) 234567 (41554)

## Waste Services

SHROPSHIRE  
COUNTY COUNCIL  
Social Services DepartmentSenior  
Occupational  
TherapistSC6/SO1 £9,966 - £11,805 and  
£10,191 - £12,075  
from 1.2.88Based in Central Area,  
Shirehall, Shrewsbury

We are looking for a qualified occupational therapist who, ideally, should have had recent experience working in a local authority setting. You will carry a limited caseload and be responsible for supervision of area occupational therapy staff.

The occupational therapists are attached to a social work team providing a corporate service to elderly and disabled people. The Senior Occupational Therapist will be expected to contribute towards a serious and imaginative approach to community care.

Please contact Christine Gee, Senior Social Worker (Shrewsbury 253882) or Madeleine Butler, Principal Occupational Therapist (Shrewsbury 253852) for informal discussion.

Application forms and job descriptions from the Director of Social Services, Shirehall, Shrewsbury, telephone 253712. Closing date: 30.10.87. (C2508)

RIVERSIDE HEALTH AUTHORITY  
CHARING CROSS HOSPITAL  
SECRETARYDepartment of Cardiology  
£6,619-£7,757 per annum inc.

A well-organised, all-round secretary is required in this famous unit, to work for Dr Nixon. Short-hand and audio are essential. You will be involved in the essential administration which helps this busy department run smoothly.

Application form and job description available from Unit Personnel Department (HB), Charing Cross Hospital, Fulham Palace Road, London W8 6HF. Tel 01-748 2040 Ext 2092. Closing date: 3 November 1987.

SHENLEY HOSPITAL  
Radlett, Herts, WD7 9HB  
9 SESSION LOCUM  
CLINICAL ASSISTANT

Shenley is a modern psychiatric hospital set in beautiful grounds in rural Hertfordshire, and conveniently placed for central London and the M25.

Duties will include working with acute psychiatric patients, running an out-patient clinic in a general hospital, and a second on-call commitment to the Brent District.

The hospital provides a programme of post graduate teaching in Psychiatry with the full approval of the Royal College of Psychiatrists, in which the post holder may participate.

This is a temporary vacancy pending the appointment of an experienced Psychiatrist on a non-consultant grade, a post for which the postholder will be encouraged to apply.

Accommodation may be available.

Applications to  
Mary Warner on Radlett 5631 ext 202.  
Closing date Monday 2nd November, 1987

## PRIVATE HOSPITAL

This is an established private 120 bed hospital in Jeddah, Saudi Arabia. Applications are invited from suitably qualified personnel in the following fields:

HOSPITAL ADMINISTRATOR  
ORTHOPAEDIC SURGEON  
SPECIALIST DERMATOLOGIST  
SRN NURSE  
HOUSEKEEPING SUPERVISOR

Benefits include long-term contracts, paid annual leave, tax free salaries, free furnished accommodation and paid airfares.

Please write with full cv to:  
ATS INTERNATIONAL RECRUITMENT LTD.  
73 SUBBITON ROAD,  
KINGSTON  
SURREY, KT1 2HG  
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# Industry counters City attack

THE WEEK

By Geoff Wheelwright

Next week, the City will celebrate the first anniversary of Big Bang and the hefty computerization that went with it, though much of Britain's financial community is still smarting from the lessons that it has learned about technology in that brief time.

Notwithstanding the troubles caused last Friday by the freak weather, serious computer problems at the start of Big Bang and continuing minor problems have caused some high-tech firms to be roundly criticized for providing systems that have failed to do the job required.

But the beleaguered computer industry is fighting back. To them the crux of the problem has been that, in computer terms, the City has tried to do too much too quickly and without enough experience or knowledge.

According to David Finberg, managing director of the Eosys con-

sultancy, too many City firms have adopted "blanket solutions" to solve specific problems and are now having to re-evaluate the computer systems they installed only a year ago.

"What the manufacturers offer doesn't always match what they need. You have to get the technology that is right for the environment," says Mr Finberg. "People just get lots of hardware and expect it to work."

Although many in the City are blaming the consultants and analysts for the problems they are having, Mr Finberg suggests that it is as much the fault of the financial people for not specifying their needs more clearly. He does admit, however, that their

general ignorance about technology would have made this more difficult.

Mr Finberg cites the telecommunications industry as a particularly blatant example of how poor specification has led to overspending and inappropriate systems. "There is a problem with over-specification - by consultants and manufacturers - particularly with PABXs, where companies are used to getting British Telecom in to do it for them," he says.

"You need to develop a tight specification and put it out to the industry. If you don't do a decent specification, you get such a hotch-potch of quotes".

Rosemary Rock-Evans, the principal consultant for the DCE Information Management consultancy, agrees and suggests that too many City firms did not allow enough time for analysis of their needs.

"The move towards the more complicated type of system has put a pressure on the industry that hasn't been there before. Deadlines have tended to affect programmers and designers badly," she says, so that if there is a problem they are unable to spend time on rigorous analysis.

Meanwhile, computer hardware and software vendors continue to announce new systems to handle the unprecedented volumes of trading in the City. But many believe they will be in for acute problems when back-office systems become swamped with work during a bear market in which staff and support services are reduced as market-makers try to cut costs.

At that time, system traffic and the volume of electronic paperwork will remain high and computer firms already fear that once again they will take all the blame.



Across a crowded room: reliance on SEAG computers, for better or for worse, has brought a need for more analysts, programmers and engineers

## Keeping the market in tune means more jobs

RECRUITMENT

By Pat Sweet

A year after Big Bang produced a huge demand for computer programmers to work on new financial systems, job opportunities in the City continue to look good, but the focus has switched to telecommunications.

Now that the buying and selling of shares has moved off the floor of the Stock Exchange and is handled electronically, banks and other financial institutions have been setting up large computerized dealing rooms.

The new broadband development, for example, includes one purpose-built dealing centre with more than 700 positions.

These dealing desks have to be linked together via networks running around the entire building, transmitting data from one department to another and incorporating external information sources such as Reuters.

The size and critical nature of the networks which use a variety of local area network, satellite and fibre optic technologies, has created a strong demand for the network analysts, controllers and engineers needed to keep them all running.

job vacancies for people able to tackle one of the most basic problems in the new dealing rooms: sorting and logging the hundreds of miles of cable.

There can be as many as 2,500 different cables under one floor of some of the new City dealing rooms and as much as 300 miles of cable running through the building.

"For most financial institutions, their idea of communications used to be the office switchboard. Now they have complex multi-vendor installations with a lot of cables all connecting to different boxes. Reconnecting where one end starts and finishes and what it does is a fundamental requirement," Mr Bone says.

To do this, companies are hiring technical authors, the people who usually write manuals and documentation. They have the necessary skills to interview non-specialist staff, and interpret the technical implications of what they describe.

"There are also some business analysts who can do this. What is needed are people who are articulate and can talk to the user in ways he understands but who can also grasp the overall technical picture," Mr Bone added.

Mr Bone has also identified

## IBM turns in a profit at last - but it's still not big enough

IBM has ended a stubborn string of five consecutive quarters in which its worldwide profits declined by reporting a 12 per cent increase in its third-quarter net income.

But Wall Street and the computer industry, which had anticipated that IBM would begin a strong turnaround in the second half of this year, were left disappointed.

There is now widening perception among shareholders and analysts that IBM's cost-cutting measures are only partly effective and that its mid-range computers are making few inroads against offerings by Digital Equipment.

IBM's third-quarter net income of \$1.21 billion (\$720 million) compared with \$1.08 billion (\$643 million) in the quarter a year ago. The company said its revenues for the quarter rose to \$12.73 billion (\$7.6 billion), up 7 per cent on the same period last year.

While that seemed to mark some improvement, the company's results were inflated by two factors: a net gain of \$80 million (\$48 million) from its sale of a minority interest in Intel, one of IBM's most important suppliers, and an \$85 million gain because of the lower value of the dollar. That works in IBM's favour when translating results from its European and Asian subsidiaries.

To the computer industry, IBM's results struck a discordant note. At a time when the industry itself is in a long-awaited revival, the only company whose products range from the smallest PCs to the largest mainframes seems to be lagging behind. The rea-

son is somewhat mystifying, as some of the company's executives concede privately. For example, the personal computer business has surged in recent months, lifting companies such as Compaq and Apple. IBM itself has ridden that crest - the company said that by the end of this month it would ship its millionth PS-2 computer, the newest generation of its personal computers.

Sales of older models are still extremely strong but most of those revenues have been passed IBM itself, which ceased producing its older PC-XT and PC-AT lines to make way for the newer models, and have gone to "clone-makers".

The mainframe business, IBM's bread-and-butter revenue producer, has also been a sluggish contributor, according to analysts who point out that while unit shipments were up, revenues from the 3090 mainframe series were flat.

"IBM has found that it has had to cut prices and make special deals to stay competitive," said Ulric Weil, of Weil & Associates, a Washington-based consulting firm. "That is a necessary part of doing business, but it hurts."

Digital Equipment also failed to impress investors last week with the results for its last quarter to the end of September. These indicated that its ferocious growth rate was finally slowing. They showed a 48 per cent growth in profit to \$270 million (\$160 million) on the same period last year but a drop of more than 28 per cent on the previous quarter's earnings of \$377 million. Turnover was up 24 per cent to \$2.5 billion (\$1.5 billion).

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## Prestel rival offers extras

The Epnitex viewdata system, planned as a rival to British Telecom's Prestel, is to start operations on November 1, with the addition of radio-paging to entice customers.

Though superficially similar to Prestel, the new service promises several more advanced features such as private messaging and networking facilities for companies which its creators hope will help capture a slice of the corporate market.

The radio-paging is being run in conjunction with Mecruy and costs an extra £150 a year. Whenever a new message is

VIEWDATA

By Steve Mansfield

left on the viewdata system the customer is beeped, unless he happens to be on line at the time in which case a screen message comes up.

Roy Norman, who set up the system, claims substantial interest from companies in setting up both as information providers and users. Two signed up so far are British Aerospace and Bejam.

As well as supplying information to general subscribers through the public display area, companies can use the system for in-house communications. Response frames are provided which can automatically be directed to individuals within a company rather than just to a general mailbox.

One of the features designed to win larger companies is Epnitex, a system which allows companies to set up private viewdata services within the network. It is also possible to set up ordinary closed-user groups of the type found on Prestel, where members have access both to the public facilities of the system and to a private area open to members only.

Several insurance companies are also to use the system for advertising car write-offs.

According to Mr Elia, the main advantage is speed and simplicity. Insurance companies like to get rid of the vehicles as quickly as possible and using an electronic system the information is available to potential customers instantly, and with minimum effort.

"The insurance companies used to have to send a letter to all the dismantlers," Mr Elia said. "Now they have to do it only once. Epnitex seems faster than Prestel and its a lot easier to use."

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Entries for the 1987 Technology Press Awards, sponsored jointly by The Times and Hewlett-Packard must be in by the end of next week.

There are eight categories, with entries for the first seven categories to be based on articles, magazines, pictures or programmes printed or broadcast between November 1, 1986, and October 31, 1987.

Editors may nominate candidates who have worked on their publications or programmes, or journalists may submit entries themselves.

The judges will include Doug Eyles, director-general of the Computing Services Association, Jim Brookes, chief executive of the British Computer Society and June Fraser, of the Design Council.

Entry forms and detailed rules can be obtained from Horsley Ltd, Capital House, 20/22 Craven Road, London W2 3PX. (01-402 3347).

Prizes will include a complete desktop publishing system; three HP Portable Vectras and Thinkjet portable printers, £1,000 of photographic equipment, crates of champagne and engraved silver trophies for the winners.

The winners are to be announced at a special awards dinner hosted by Cliff Michelmore at Claridge's on Wednesday, November 25.

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## Software firms put on guard by Act

### JOBSCENE

By Darrell Ince

The new Consumer Protection Act, which comes into force next year, could provide a number of headaches for British software developers. At the same time, it is also likely to result in an increase in both job opportunities and salaries for one neglected area of software engineering — quality assurance.

Until the new law takes effect anybody who is injured because of an error in a software product has to carry out the difficult process of establishing fault on the part of the company which supplied the product.

Once it comes into force all that will be required is to establish a causal link between the injury suffered and a defect in the software product.

This puts an immense pressure on software companies to make sure that their software is correct. The staff who carry out this role are quality assurance specialists. These staff who usually have had technical or managerial experience on past projects, but whose only brief is to ensure that the software being produced by a project team matches what the customer requires.

Such staff use a number of techniques and plays. They carry out spot checks to ensure

that company standards are being adhered to, they ensure that the tests being proposed for systems adequately reflect customer requirements and they check that software modifications are controlled and that such modifications are properly authorised and their impact considered.

One favourite ploy of some quality assurance managers, which is used to monitor the efficiency of a development team, is to insert artificial errors in the software system and check that the development team discover them. In effect the role of quality assurance staff is that of a policeman.

There are a number of manifestations of quality assurance. The conventional one in large companies is for the quality assurance organization to be an independent department with separate reporting lines.

The reason for this is that in a development team there is often a conflict between getting a product out on time and ensuring that it meets the user requirements.

Given this choice, many project managers will orient themselves towards the former. Having a member of a software team who is not under the direct control of that team, whose sole aim is software quality, ensures that full attention is paid to errors.

There are other less orthodox manifestations of software quality assurance. One American concept is the Black Team. This is a collection of hackers whose function is to try and make a completed software system crash.

Black teams were used by IBM in the Seventies and became legendary. They were capable of destroying even the best made software systems and would have team members in tears after causing outrageous errors in their systems.

Another American manifestation of quality assurance is the independent bug bounty hunter. This is usually a small company or a consultant who would be called in to carry out the same tasks as an internal quality assurance expert. They are paid a flat fee, plus bonus for every error they discover.

What is certain is that the new law will have three effects. First, it will greatly increase the salaries available for quality assurance staff,



particularly those involved with the development of critical real-time systems for use in applications such as avionics and process control.

They are the people who ultimately have the responsibility for assuring the correctness of a software system; they can now be made more liable under the law and, hence, will require higher compensation for this additional level of responsibility.

Second it will ensure a growth in demand for quality assurance staff. The larger software and computer companies in this country have invested in quality assurance.

However, the bulk of companies, for example small system houses, OEM suppliers and computer services departments inside non-computing organizations, still take a relatively relaxed view of software quality.

The new law will change this, and, if as expected, companies start becoming directly liable for software prod-

ucts, then there should be a massive expansion which, initially, may not be met by current levels of staffing.

Third, as a consequence of a shortage of quality assurance staff in the first year or two of the operation of the consumer Act, we should see more manifestations of the American phenomenon of the independent test and quality assurance company.

What is certain is that a little-noticed profession which has always seemed unglamorous and which has had a major uphill struggle over the past few years, will now be thrust to the forefront of the struggle to develop correct systems.

I think we can all excuse current software quality practitioners their broad grin as they read the newspaper accounts of the problems that British software houses will face over the next three years.

The author is Professor of Computer Science at the Open University.

## A third age is soon to dawn

### SOFTWARE

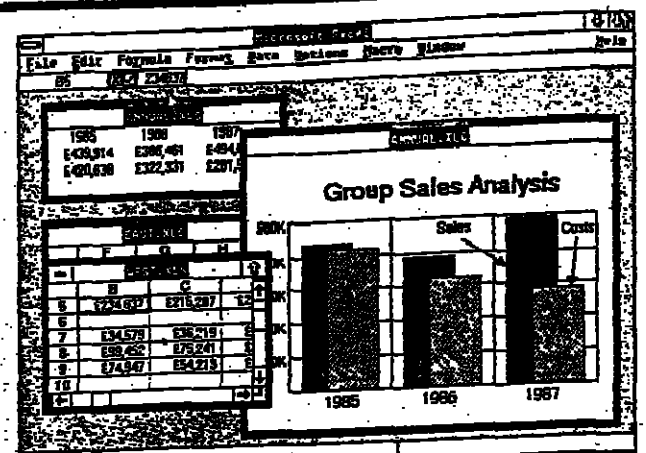
The dawn of what software firms are calling a new age in personal computer software started this month with the announcement of a few "third generation" programs which start to take advantage of the latest in personal computer technology, writes Geoff Whalley.

These products are being classed as third generation in the sense that they are written for the computers using the 286 or 386 computer processors — for IBM compatibles — or the 68020 processor in the case of the Apple Macintosh.

The contrast is with first-generation software written for the Apple II, Tandy computers and the CP/M operating system and second-generation applications written for IBM's original PCs and later Apple products.

The new programs start with third-generation applications, begun with the Excel spreadsheet, which were written for the IBM/AT and compatibles.

The £400 package handles working with numbers, a vari-



ety of business graphics, databases and programming and is one of the first applications which actually requires the extra power of 286 and 386 computers.

It also makes use of the Microsoft Windows system for allowing commands to be issued to the computer via pull-down menus, pictures and a mouse controller.

The company has also recently released Windows 386 for computers based on that chip. Such third-generation software is also arriving in the Macintosh market with the announcement by Lotus Development of a new generation of its Lotus 1-2-3 spreadsheet for the Macintosh.

It is the second attempt by Lotus to crack the Macintosh — its first, Jazz, did not sell well.

It is also to provide a revamp of the failed Jazz —

this time called Modern Jazz as well as an internal program called Agenda that incorporates several artificial-intelligence techniques.

Meanwhile Aldus — the company which really started the third generation idea with its popular PageMaker desktop publishing software — will have some stiff competition from a new product by Interleaf, a firm that until now has specialized in electronic on minicomputers.

Its £2000 pound Interleaf Publisher package will run only on Apple's top-of-the-line Macintosh II systems and will require some 5 Megabytes of computer memory.

When coupled with the appropriate screen and laser printer, it provides a desktop publishing system for £12,000 — about half the price that such systems cost when used with minicomputers and dedicated graphics terminals.

## Unisys plans fresh attack on rivals

By Robert Matthews

Unisys, the computer company formed last year by the merger of Sperry and Burroughs, is starting a new attack on two of its closest competitors in Britain, Digital Equipment and ICL, with a major change in its sales strategy to try and open up new markets.

Last week, it announced that it had set up the first of what promises to be a series of licensing agreements with independent "value-added" resellers (VARs), who will be able to sell Unisys products, including mainframes, just like the company's direct sales force.

The hope is to use the expertise of such VARs to win access to new markets. Until now, VARs have had strict limits put on the range of Unisys products which they could offer.

Under the first such agreement, with systems house Gordon & Gotch, Unisys has won an important foothold in the burgeoning City-based financial computing market.

One City stockbroking firm has placed a £1.5 million order for a Unisys mainframe to handle the huge increase in business since the Big Bang and is also to take the latest version of Triton, Gordon

& Gotch's multi-currency settlement system for stockbrokers.

A second order is with Mercury Airfreight for a similar hardware and software package.

Both orders exemplify what Unisys is trying to do: the companies are in fields not exploited by the company before, and Gordon & Gotch have been able to sell a complete package of hardware, software and maintenance.

In the past, value-added resellers have had sour relations with some computer manufacturers, having been ditched once the new markets they open up have been secured.

## Number-crunchers get cheaper as the new supercomputers take to the air

ETA Systems, the supercomputer subsidiary of the American firm Control Data, has produced the first number-crunching supercomputer to work without special cooling or air conditioning.

The machine uses the same chips as another of the company's computers, but they are cooled by air rather than by liquid nitrogen.

Control Data claims its supercomputer subsidiary now has the cheapest number-



Faster finger on the button — with new ETA's cooling system

in the real world, such as the flow of air over an aircraft's wing, the behaviour of the weather or the structure of a human cell.

Only 312 such machines are in use. The main suppliers are Control Data and Cray from America and NEC and Fujitsu from Japan. In addition to these fully-fledged supercomputers, there are a further 1,200 near-supercomputers.

These machines are more akin to general-purpose computers but have been tuned for vector processing, the technique used to carry out mathematical calculations. These computers cost

between £200,000 and £1 million.

Control Data is betting that there is a gap between the two classes of scientific and engineering computer; a gap its air-cooled machines will fill.

"The dilemma is that a majority of institutes can't afford supercomputing, but the near supercomputers aren't fast enough," argues Tom Jones, vice president for sales and marketing at ETA Systems.

The pharmaceutical industry, say Control Data scientists, has proved a tough nut to crack for precisely this reason. The industry has not

bought supercomputers for modelling new drugs as fast as supercomputer makers expected.

Control Data has cracked one of them recently by selling supercomputers to the Tokyo Institute of Technology. The company became the first foreign firm to sell such a machine in Japan.

ETA has produced two air-cooled models with the more expensive one, at around £715,000, officially rated as a full supercomputer under a classification scheme run by the American Department of Energy.

Control Data claims it runs almost three times as fast as its closest rival, the Alliant FX8, which receives a lower rating on the Department of Energy's scoreboard. The other machine, says the firm, beats similar \$1 million systems from Convex and Floating Point Systems.

But, claims about supercomputer performance are often disputed because different supercomputers tend to do better at different programs. Many of the test programs that are used to compare performance have been overtaken by advancing technology.

The most popular for example, called the Linear Programming Package (Linpack), does not test a machine's ability to exchange data between disks.

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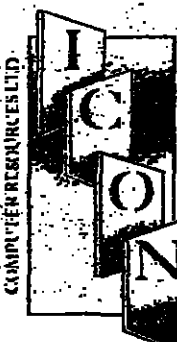
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## THE ARTS 1

## Prokofiev is set ablaze

## OPERA

Los Angeles has seen a score of failed opera companies since the war, but things are now looking up again, as Paul Moor reports

The Los Angeles Music Center Opera have just mounted a performance of Prokofiev's rarely heard *The Fiery Angel*. Despite the size of the set, this staging is expected to move first to the Geneva Opera and then in the 1990-91 season to the ENO at the Coliseum. All three companies are involved in the new production. The score and cast have much to commend them to audiences everywhere, but one hopes Andrei Serban, the stage director, will have tidied things up considerably along the way.

Modern psychiatry would quickly diagnose Renata, the opera's 16th-century German heroine, as a paranoid schizophrenic, but Valery Bryusov's symbolist novel and Prokofiev's opera both present her as a religious mystic who hears voices and sees visions. Serban tries sporadically to reconcile these antitheses, resulting not only in theatrical inconsistency and confusion but in considerable involuntary comedy as well. The performance elicited from the audience numerous interjections of inappropriate laughter which at times came close to the theatrical danger point.

Musically, this production fares much better. Lawrence Foster, on the podium, fully realizes some of the most powerful music Prokofiev ever wrote. The role of Renata makes awesome demands, but Marilyn Zschan meets them perhaps not quite easily, but much more than adequately. Roger Roloff, as Ruprecht, also contributes a strong performance, and Marvella Caraga, Gary Bachlund and Earl Dakin stand out in supplementary roles. Robert Israel seems to have designed his sets after overdoing on *The Cabinet of Dr. Caligari*, and Marie Barrett has designed the least appropriate, least atmospheric lighting ever to beset me outside small-town amateur theatres.

Frank Corsaro, in staging Rossini's



Marilyn Zschan in the demanding role of Renata — a paranoid schizophrenic in modern terms — in *The Fiery Angel*

Ceserentola, has also, like Mr Serban, played fast and loose with the printed score, interpolating an elaborate pantomime during the overture which creates a distracting and utterly superfluous framework for the opera proper when it begins. One could scarcely imagine a better cast, though: Frederica von Stade in probably the strongest of all her roles, Dalmacio Gonzalez as the incognito prince, Alan Titus as his valet Dandini, John del Carlo as Alidoro, Francois Loup as Don Magnifico, with Jeralyn Refeld and Stephanie Vlahos vocally strong but undiscriminatingly directed as the Ugly Sisters. Sir Neville Marriner showed an uncanny sense of tempo, pushing his Rossinian patter-singers to the breathless limits of their lingual dexterity without ever once really hurrying them.

*La Bohème*, in Jean-Pierre Ponnelle's tried and true, even nationally televised, production ("purchased from the Houston Grand Opera"), focused on this company's artistic consultant, Placido Domingo. Two nights before the performance, I attended he had sung Otello across the continent at the Met; later this season, with *Macbeth*, he will make his

conducting debut with the Los Angeles Music Center Opera, the company, he appears to have chosen as home base for the next stage of his career.

The moment Domingo opened his mouth, he sang with that electrifying security and tonal beauty most singers have to work up to gradually as a performance progresses. Furthermore he comported himself dramatically as a genuinely thoughtful colleague among colleagues, playing not only with them but to them. What a paragon!

He had formidable support, particularly from Thomas Hampson (Marcello), Louis Mehner (Colline) and John Atkins (Schaunard). Angelique Burzynski, a soprano who lives in nearby Pasadena, had her big chance as Mimì, and she rose impressively to the occasion. As Musetta, Karen Huffstodt displayed a lovely voice and almost an excess of spittfire temperament. In the pit, Lawrence Foster, as in the Prokofiev, again distinguished himself.

Why in the world, you may well wonder, would any fledgling company choose for itself a name as

ungainly as the Los Angeles Music Center Opera? The answer, according to the company's technical director Wally Russell, lies in the daunting fact that, since the Second World War ended, 20 successive opera companies in the country's second largest city have tried and failed, and in the process have simply used up all the other available names.

If the locally unprecedented operatic combination of quality, talent, imagination and solid financial backing counts for anything, then LAMCO has an excellent chance to succeed and establish itself as firmly as the older American companies in New York, Chicago and San Francisco. Its executive director, Peter Hemmings, has introduced here a concept of opera — as a *Gesamtkunstwerk* — much more familiar to Europeans than to Americans.

Now Peter Sellars, the barely 30-year-old enfant terrible of the American theatre, has agreed to take over the directorship of the ambitious Los Angeles Festival, and close collaboration between him and LAMCO seems inevitable. Not only San Francisco, but every opera city in the country, had best look to its laurels.

## Singing a song lying deep in the heart

Coming second in a talent contest proved to be the making of Andy Sheppard: the young British jazz saxophonist talks to Clive Davis



Andy Sheppard: "I feel I'm expressing my own personality"

As far as British jazz is concerned, the past few years have belonged to the saxophonists. Quite apart from the phenomenon of Courtney Pine, there has been an apparently endless flow of young new talent such as Steve Williamson, Julian Argüelles and the Scottish prodigy, Tommy Smith. Andy Sheppard, perhaps the most gifted of them all, is only now moving to centre-stage, even though he has been performing for the past 10 years. A boyish 30, he made his recording debut last week with an album on Island Records' Antilles label.

After a decade of diligent but unclaimed work, Sheppard suddenly began to attract wider attention last year, when he took second place in the Schlitz Band of the Year competition, televised during BBC2's Jazz Week. After turning in an electrifying performance, he was, many thought, unlucky not to be placed ahead of the eventual winners, Lucy Fingers.

Coming second certainly did Sheppard no real harm. Immediately afterwards he was contacted by Island, signed a five-record deal and began to prepare material for the album. It is a sparkling record, full of authority, yet rarely overbearing. A superb technician, Sheppard sketches his lines economically on tenor and soprano, demonstrating a range of different influences without being enslaved to them. He also experiments with different line-ups, expanding his usual group with guest players including two members of the Jazz Warriors, the vibraphone player Orphy Robinson and

the percussionist Mamadi Karama. The American trumpeter Randy Brecker also makes an appearance.

Remarkably, Sheppard did not even take up the saxophone until he was 19. He has never had a formal music lesson either. Born in Westminster, he initially devoted his time to studying visual art. "I originally wanted to have a go at saxophone when I was 12", he says, "but my music teacher at school said I had to learn clarinet first. I couldn't be bothered with that, so I went out and bought a guitar. After a while I got myself a flute and worked out the notes by ear."

"Most of the time I was listening to rock musicians like John Martyn, as well as some contemporary classical music. What finally turned me on to jazz was when someone played me some John Coltrane. It made complete sense to me. Until then, when anyone mentioned jazz, I thought of Acker Bilk and bow-ties."

Using up his savings to buy a tenor saxophone, Sheppard practised eight hours a day and played his first live date only three weeks later, at a Halloween party. The tune, he remembers, was Sonny Rollins' "Sonnymoon for Two": "It sounded awful, but playing it with a band was great."

Beginning his apprenticeship with West Country bands, Sheppard eventually moved to London — too early, unfortunately, to take advan-

tage of the "jazz revival". Romantic considerations then took him to France — he spent two years in Paris, teaching during the day and playing by night. One of his regular stints was with the Dadaist mass band Urban Sax, whose members, clad in radiation overalls and gas masks, parade through streets and scale public buildings. His most hair-raising moment came in a performance in Italy, when his contingent was separated from the others by a traffic jam and forced to repeat a simple riff for 25 minutes while waiting for them to arrive.

Returning to Britain, he decided to settle in Bristol while travelling to London for live dates. Progress was unspectacular, and Sheppard says he was on the verge of giving up and taking off to Spain when the Schlitz competition came along. Now, of course, he has more than enough work in prospect, including a British tour which is currently in progress, followed by concerts in France and Italy with a European orchestra led by Gil Evans.

"I really feel I've reached the stage where I'm expressing my own personality," he says. "I used to worry about sounding like other musicians — everyone goes through that — but now I'm just being myself. It's just a question of trying to sing the song that's inside."

● The Andy Sheppard Quintet will appear at Spring Street Theatre, Hull on October 22, Norwich Arts Centre (24), Fairfield Halls, Croydon (24), the Gateshead Festival (26) and the Albany Empire, London (30).

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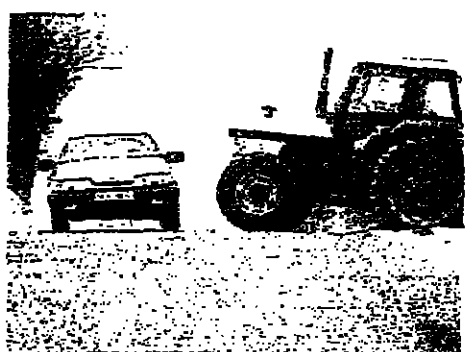
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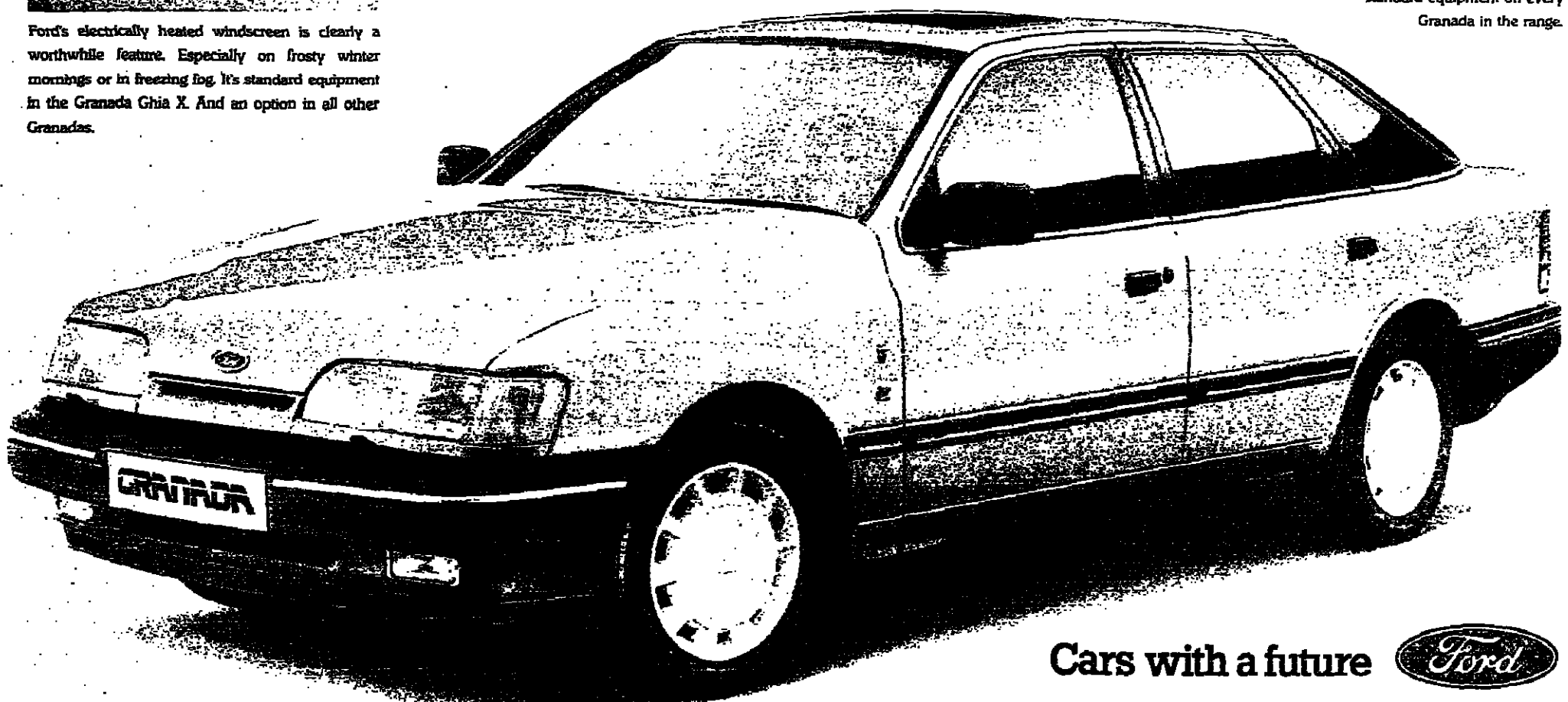
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Cars with a future





## THE ARTS 2

## Liberty haul

For a country which prides itself on its liberties, Britain has too often made an ass of itself by inhumanely or foolishly locking up foreigners. This seems to apply equally to those, such as interned Boers, who wish to detach themselves from the country as to those, such as the recently seaborned Tamils, who wish to attach themselves to it. The gods may have finally rid us last week of the sordid absurdity of that ship bobbing off Harwich; but, as *World in Action* forcibly reminded us with its film *The People the World Forgot* (ITV), about the Viet-

## TELEVISION

namese boat people interned in Hong Kong, we have other "prisoners" on our conscience.

Of course, you can understand the *realpolitik* of the matter. Hong Kong is an exceptional place — economically a bastion of freedom and enterprise, politically a British colony without proper democratic government — which is being handed back soon to a more authoritarian regime.

The boat people may have committed only the crime of fleeing a political system abhorred by our Government; but freeing them in more than dribs and drabs might upset the Hong Kong Chinese, who are allowed neither to emigrate to Britain nor to have their mainland relations join them in Hong Kong.

Politicians rarely have the courage of their cynicism when justifying their actions. In the film *Lord Glenarthur* had the inevitable task of putting the Government's case over the camps: "They are not inhuman, it is quite wrong to suggest that that is so." No doubt Glenarthur is an honorable man and was acting under instruction; but glossing over the inequality of the confinement proved an unfortunate contrast to the pictures of the cramped enclosures full of depressed people. To force innocent families to live en masse behind wire fences is a treatment which the British would only wish upon others.

Andrew Hislop

## Hogarth still ahead of most of his rivals

The title of the Tate Gallery's big new winter exhibition *Men and Morals* (until January 3) is well chosen, for this, surprisingly considering the venue, is a show much more about life than about art. The two, of course, are not always mutually exclusive, but a notably high proportion of the paintings in this show seem to be selected primarily to appeal to the less artistic interests of the presumably philistine gallery-going classes: those who enjoy most a good sporting picture (provided the documentary details are right), a record of a stately home or garden, a portrait of a famous historical figure or indeed of anyone a couple of centuries back who might provide a suitably grand surrogate ancestor.

For those with such interests uppermost, *Men and Morals* will no doubt prove a mine of information. We can find out from it a lot about the way London looked in the early 18th century, the way people dressed, what they did to divert themselves in town and country, how their children behaved (when on their best, most lovable behaviour), what animals they fancied as pets and what plants they liked about them. The show is subtitled "Hogarth and British Painting 1700-1760", and as one might expect the less savoury elements of 18th-century life come out in him, if rarely elsewhere: included are not only the two famous sequences from *The Rake's Progress* and *The Election*, but also a third sequence, split up since 1745, *The Four Times of Day*, and a number of individual pictures, of which perhaps the most striking is the little-known *A Performance of 'The Indian Emperor or The Con-*

## GALLERIES

Manners and Morals  
Tate Gallery

Acquisition in Focus: David  
National Gallery

The Art of German Drawing  
Goethe Institute

quest of Mexico by the Spaniards" (the performance in question being given by children in the house of John Conduitt, Master of the Mint).

Our general impression of British painting during the first half of the 18th century is Hogarth first and the rest nowhere — an impression recently confirmed by the comprehensive show devoted to Francis Hayman at Kenwood. The present show offers little in outright contradiction. At the beginning of the period there is Thornhill, Hogarth's father-in-law and a perfectly presentable baroque decorator. At the end the young and vastly talented Gainsborough appears on the scene, with an enchanting portrait of a dog in a landscape which is his earliest dated work, done in 1745 at the age of 18, and rapidly followed by *The Grosvenor Family*, one of his most enchanting groups in a landscape. Between whiles one can find quite a few appealing works, and some, like George Knapton's series of portraits of the Dilettanti Society, which surprise us with

their vigour and perception.

If we are looking for someone who will really strike us all over again as a major painter, we have to turn away from the natives and look instead at a distinguished visitor, Canaletto. Though nearly all the Canalettos in the show are extremely familiar, at least in reproduction, the enchantment of the light and colour, and the vividness of the incidental human detail, in such works as the complementary pictures *The Thames and the City from Richmond House* and *Whitehall and the Privy Garden from Richmond House* are still potent and inescapable, while the effect of sunlight after storm in the less familiar *Old Walton Bridge* brilliantly anticipates the Romantic landscape in all its splendour.

Nonetheless, the show remains a rather long and dreary haul, not enlivened by a constant sense of *déjà vu*. This is very understandable, for far too many of the pictures included have been on show in other London exhibitions earlier this year: four, indeed, have been taken off the walls of the Barbican Gallery, where they figured in the *Image of London* show, and transported to the Tate before the Barbican show was quite over.

It is always good to see the Canalettos of *Ranelagh Gardens* and *Vauxhall Gardens*, but was this particular journey really necessary? It is no doubt to be expected that all five of the Haymans in the show would have been seen in the Kenwood exhibition, but surely at least one novelty by this painter could have been found. And it is unfortunate that several of the most memorable images in the *Glory of the Garden* show at



Surprising vigour and perception in George Knapton's appealing *Sir Bouchier Wray, in a Ship's Cabin with a Punch Bowl* (1744), one of a series painted for the Dilettanti Society

Sotheby's, including some of the Balthasar Nebot views of Hartwell House gardens and Christopher Steele's charming portrait of Martha Rodes with a flower in a pot, have been transferred wholesale only a few months later. Especially since all four shows would surely be likely to attract much the same groups of visitors.

A much smaller and less pretentious show at the National Gallery offers some of the same types of interest. The latest of the series *Acquisition in Focus* is devoted to the much-publicized *David Portrait of Jacobus Blauw* (until November 15). The picture is not really a major David, but then the prospects of getting any major work by him out of France these days are very

slim, and there is no denying that it is a first-rate portrait, crisply characterful and beautifully painted.

It is backed up by an ample selection of documents on David's stormy life and the background history of the French Revolution. There are also caricatures by David as well as Gilray (unexpectedly close in their style), and a couple of borrowed paintings by David, including the lovely, amazingly free (perhaps unfinished) *Portrait of Mme Trudaine* from the Louvre. Altogether highly satisfactory.

So is the latest in the Goethe Institute's great series of shows under the general title *The Art of German Drawing*. The fifth episode (until December 12) covers the period between Menzel and Cor-

inth, and comes from the collection of the Kunsthalle Bremen. It is hard to pick out a favourite from a show so tightly packed with delights. Perhaps Corinth's meticulously finished *Self Portrait* surrounded by weird and grotesque studies of expression on his own face is the most memorable. But the sheer skill of Menzel as a draftsman in many of his landscapes and figure-studies takes the breath away, and right at the end of the show the generous selection of drawings from all phases of Paula Modersohn-Becker's brief career underlines the poignancy of her early death. A show to be seen, seen again and savoured.

John Russell Taylor

## Gifted future

## CONCERTS

LSO/  
Rostropovich  
Barbican

The programme book for Sunday's concert, the second in the LSO's prolonged sixtieth birthday party for and with Mstislav Rostropovich, printed a list of concertos and other orchestral pieces that this remarkable musician has introduced to the world. And, though one may have to wait a long time to hear the concertos of Babadzhanyan or Mortari, it is an extraordinary catalogue that includes the names of Britten and Messiaen, Bernstein, Penderecki, Berio and Shostakovich.

The LSO does right to celebrate a man who has not only offered a great deal to his own time but also made sure that his generous musical self is written into a rich legacy of music for the future. Even someone who has qualms about personality cults finds resistance overcome when the cult-object is such an exuberant and giving personality.

As a conductor Rostropovich seems to rely very much on these personal qualities of sympathy, warmth and emotional energy, which has the disadvantage that when the atmosphere is somehow wrong there is relatively little hope that technique alone will save the day. I think that is why this concert was rather disappointing.

It began with a work that depends on incandescence being established right from the start, Prokofiev's Third Symphony. On this occasion the drive was there, but not the precision to make the music as acute as it should be. There was too much fuzzy and scrappy string playing, not least in the weird glissando music, and ensemble faltered too often. Also, the analytic Barbican acoustic, to return to that bugbear, works against music that needs to make its effect monolithically.

The other symphony, much more obvious for him, was Tchaikovsky's Fifth. The performance was again spoiled by spots of poor ensemble and by fluffs, though there were compensations in the contributions of trombones, bassoons and horn and woodwind soloists. And, even if Rostropovich's big-fisted rubato became a shade predictable, even if his tempos for the inner movements went on dangerous extremes, the orchestra was by the end responding with strong and passionate melodic outpouring and a colossal conviction.

Triumph, no doubt, is something that comes much more naturally to this musician than uncertainty, and here there was no imagining any Shostakovich-like irony in the peroration.

Paul Griffiths

LPO/Slatkin  
Festival Hall

Sir Adrian Boult had a lot of time for Elgar's *The Kingdom*, and felt it was more consistently inspired than *Gerontius*. The London Philharmonic Choir, who recorded it with him some 20 years ago, are about to put it on disc again, this time with Leonard Slatkin, and they tried it out with obvious enthusiasm on Sunday night.

For the audience, it is a bit more of a problem. *Gerontius* compels attention with its scale of the now and the hereafter. *The Kingdom* invites us to meditate on the timelessness which Elgar perceived as the Kingdom of God on Earth as in Heaven. And the sort of associative meditation which saw tears streaming down the composer's face at its premiere is somewhat difficult to recreate after a brisk scramble across Hungerford Bridge.

Slatkin had exactly the right idea. He neither gaudied at nor shied away from the sanctimonious suspensions in the Upper Room, its heavily embroidered sampler texts, or the descending chromatics of pity at the Beautiful Gate. To restore the humanity at the heart of the work's period costume, he pointed and paced the performance with the flair of a secular showman. And it worked.

He did what he could to part the heavy orchestral veil often enough to give the choir a chance to be heard as well as seen: Elgar would doubtless have had double their number on hand. The writing takes on new life in Part 2, and here the women soloists came into their own. Yvonne Kenny rose to the isolated glory of "The sun goeth down" and Alfreda Hodgson made us believe the words were actually worth hearing. Robert Tear and Benjamin Luxon sang the parts of Saints John and Peter.

Hilary Finch

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## JAZZ

Lacy/Arguelles  
Purcell Room

Ever since John Coltrane's eastern excursions it has become a cliché to compare the tone of the soprano saxophone to a snake-charmer's pipe. Steve Lacy, towards the end of a disappointingly brief set, took the comparison almost literally. Sliding over to the unused piano at the edge of the stage, he began *singing* phrases at it, gradually teasing a ghostly response from the strings to form the backdrop to the next phase of his solo. For a moment it seemed as if he was about to try the same approach on the potted plants nearby. Perhaps he thought better of it.

Such experiments in pure sound have been a regular feature of Lacy's single-minded mission to explore every facet of the soprano. Where most players prefer to double on alto, tenor or flute, he has confined himself to his chosen instrument, in a career which has covered just about

every aspect of contemporary jazz, from conventional bebop to the most esoteric fringes of the avant-garde.

After starting out in conventional small-group settings, he has increasingly preferred to play solo or in "free" duets with musicians such as the pianist Mal Waldron. On his current tour he appears alongside the young Loose Tubes drummer Steve Arguelles. For the uncommitted listener, it was an often arduous experience. While Arguelles tapped out an indistinct and erratic pulse, Lacy concentrated on staccato figures ascending through the register. His tone rarely remained constant, switching

from goose-like exclamations to barely audible whispers.

The music was more engaging when he adopted longer, legato lines. As he explored every nook and cranny of the melody the audience gave out sighs of approval normally reserved for ageing blues-men.

The duo's performance was the highlight of an evening of "new music". Earlier, the Sheffield-based Hornwebb Sax Quartet had provided a characteristically austere set which was underlined by the harsh acoustics. A welcome touch of lyricism came in the solo performance by the pianist Howard Riley, who cleverly set the cheerful theme of "Sweet and Lovely" against modernist chords. His skeletal version of Ellington's "African Flower" was equally fascinating, making magical use of a handful of notes.

Clive Davis

## THEATRE

Conversations on a Homecoming  
Donmar Warehouse

Tom Mercy's one-act play begins and ends, in Garry Hynes's production, with a girl behind a bar staring inscrutably into space to the accompaniment of a chastely beautiful Mozart slow movement. At the start one assumes it to be an image of small-town boredom, but at the end it has become something different, the assertion of an enduring innocence.

It is a particularly moving transformation because what has happened in the intervening 100 minutes (all set in the saloon bar of a Galway pub) has done nothing to further the cause of innocence and beauty.

Michael (Maurice O'Donoghue) has returned home after 10 years failing to make it as an actor in New York with

hopes of reviving the Sixties ideals once fostered by the publican JJ. But his friend Tom, a local schoolteacher (played with a seething inner discontent by Sean McGlinchey), once JJ's protégé, has become intensely embittered.

The coming man is Liam, an estate agent turned auctioneer who spouts a ludicrous mixture of country and western ditties and authoritarian Catholic nationalism, and whom Tom eventually accuses with the magnificent insult "You're nothing but a sodden bunch of keys".

There are some splendid performances, notably from Pat Leavy as the publican's wife and Ray McBride as Liam.

This must be one of the most deeply disillusioned plays even 20th-century Ireland has produced, but it shows that while there is Guinness there is, if not hope, then a strain of pure dramatic lyricism which British brews do not seem able to inspire.

Harry Eyres

## Fragments of fire and true fantasy

## FESTIVAL

Hungary may have an ambivalent attitude to contemporary music, but their very own György Kurtág (right) has produced a new work of searing power, as Paul Griffiths reports from Budapest



The essential difference in tone is that Kurtág's work, so closely following Kafka in this, blends bleak self-disclosure and ironic self-mockery into a tight unity. A few of the 39 numbers might appear to have a single expressive character — comic, erotic, furious, nostalgic — but generally the effect is not at all so easy to pin down, while so much of Kurtág's work, always sounds precisely, even violently, right, as if the notes have to be this way and no other.

To convey such an impression, of course, has required long and intense rehearsals with the composer, Adrienne Csengery, for whom most of his recent music has been written, gave a performance of quite unquestionable authority, throwing her voice with

apparent ease around a space of almost three octaves, insinuating a wide variety of colour into her singing, making everything spring from the uttering of the text. The work is so much hers that it would almost have to be rewritten for another singer, inevitably the violin part is less personal, but András Keller's brilliance, fineness and highly-strung energy were valuable in exposing music that supports, shadows, illustrates and sometimes takes over the expressive meaning driven into the soprano line.

The work is, indeed, a real duo and not a set of songs with accompaniment, just as it is a real cycle and not simply a sequence. Many of the numbers are of Weberian brevity (though Weber was never so weird or

funny); others are much longer, including the adagio that is a monitory "homage-message" addressed to Pierre Boulez about the difficulties of "the true path", or the teasing anecdote about the dancer Eduardowa and her two violinists riding the tram. All the songs, though, have their identities intensified by their placing in the whole. The first British performance, due to be given again by Csengery, should be one of the highlights of next year's Proms, if a venue can be found for it to allow at once drama and intimacy.

Some of Kurtág's sources were usefully unpicked by Rosemary Hardy in a recital of technical brilliance, spontaneity and charm: Weber was represented by early, middle-period and late songs, Bartók by his *Ady Cycle*. It was also good to hear the fascinatingly odd little triptych of Sándor Weöres settings by Kurtág's leading Hungarian contemporary, György Ligeti. Zoltán Jeney, given another evening wholly to himself, has a similar penchant for the bizarre, if considerably less willingness to pursue it in terms of personal invention: this was music that demanded desperately little of its performers or hearers, except patience.

From abroad the main contributions were Lutoslawski's *Chain 2*, warmly coaxed into life by György Pauk; Boulez's *Dominos*, sporting a fine clarinetist in János Maczak (though how tedious the version with ensembles seems in live performance); and an uninterrupted succession of electronic and trumpet pieces by Stockhausen, featuring his son Markus as the virtuoso and dramatically imposing soloist. Finally the Miskolc Symphony Orchestra, under their highly impressive conductor László Kovács, played a programme of Soviet music veering from Gubaydulina's *Concordance*, a holy cartoon-strip in music, to Schnittke's uncorking of Romantic demons and monsters in his Piano Concerto, and ending with the ultimate brutalist bathos of Lazarev's ballet *Idol*.



# FASHION by Liz Smith

PARIS COLLECTIONS

Romance is in the air and has infected everyone in Paris, but who deserves the fashion Oscars?

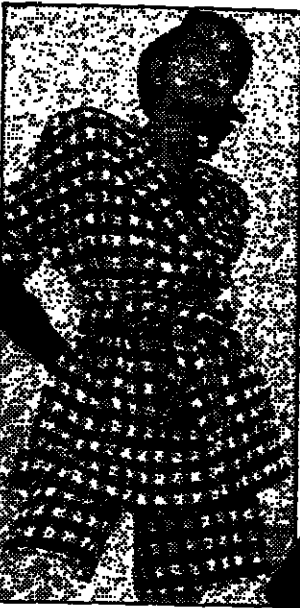
## And the winners are...

PARIS FASHION is *en fête*. The long running love affair between sophisticated women of the world and Parisian style, fired by the rejuvenated couture collections, has grown for the fashion-conscious into a ready-to-wear shows going on in Paris, this liaison looks like lasting a considerable time. Everyone is carried away by the romance of it all: the bouquets of flowers delivered by designers daily in the delectable new prints, the

flattery of lingerie lace edging dresses or smothering jackets; the seduction of an off-the-shoulder neckline and the prettiness of the new belled skirt. Even calculating store buyers who cannot afford to be blinded by mere infatuation are committed to this rampantly womanly New Look. Celebrations break out tomorrow night at the Paris Opéra, with a lavish ceremony — hosted by Madame Danielle Mitterrand and the French Minister of Culture, François Léotard —

— that ties the knot on this passionate union between Paris chic and the fashion followers of the world. Six fashion Oscars will be announced, among them one for the best collection of the season, judged by a jury of journalists, including this one. This is only the second time that France has awarded fashion Oscars. The first was two years ago when, significantly, the name of Christian Lacroix did not even appear on the list of 12 nominees for designer of the year. Lacroix crops up in every discussion about fashion these days.

His influence in 1987 has been revolutionary and worldwide, yet Lacroix has so far shown only one couture collection and a new Luxe line, which was officially unveiled last Friday. If there were an award for designer of the year, and this time there is not, Lacroix would obviously walk off with it. In such a buoyant season for French fashion, I believe that every star designer should be a laureate and every trendsetting new line should win its Oscar. Here are my unofficial, and very personal, nominations...



An Oscar for their starring role in the new wardrobe of every fashion-conscious (and courageous) woman should be awarded to shorts. Sonia Rykiel deserves an Oscar as well, for her kindness in scissoring Bermudas that flatter more than most and for providing gently gathered short culottes that hang as prettily as any soft skirt. But then shorts have long been a speciality at Rykiel, as in the dog-tooth suit, above, from her spring 1988 collection.



Thierry Mugler gets an Oscar for succeeding in holding us gripped to our seats while he paraded bare-breasted amazons clanking tribal jewellery (above) and wearing the leather loin-cloths, mock-croc leathers and ebony back prints of his African-inspired collection. Mugler holds our attention by his skills in cutting the sexiest of fluid little suits, with asymmetric skirts draped cleverly across the hips.



### KARL LAGERFELD (left)

For the most modern interpretation of the prevailing 18th-century spirit of extravagance, an Oscar must be awarded to that very 18th-century design personality, Karl Lagerfeld. He scallops around hemlines, runs lace along the edge of strapless tops, and crisscrosses ribbon stripes around the bustier of an evening dress. Rose buds and tiny rosettes of ribbon nestle inside the décolletés of his stiffened, strapless corsets. Flourishes of chiffon and lace trail from cuffs in an 18th-century way or are added as separate sleeves. His shapely cut is high-

waisted marked by deep cummerbunds or stripes, as in the suit (shown left). Skirts are panniered and even his tailored jackets are subtly padded. Bold stripes and strong colour contrive to bring all this rococo extravagance up to date. Lagerfeld is a keen photographer who takes many of his own-label and Chanel promotional photographs himself. Now he has used Polaroids taken of his favourite KL model, Marpessa, cut into circles as the all-over pattern for a dress for her. Polaroids are also framed like cameos to embrace one of his simple empire line evening dresses.

### CHRISTIAN LACROIX (right)

The influences of Christian Lacroix are seen everywhere. But if there were an Oscar for the best interpretation of his style, Lacroix himself deserves it. His Luxe line of just 15 styles, launched last week, provides the very essence of his spectacular July collection, inspired by the Camargue and his home town of Arles. The world's smartest shops are courting the 36-year-old Lacroix for the privilege of selling his de luxe line, for which the average retail price is £2,500. Harrods, the Browns group of shops, and Burns in George Street are the

London shops that will sell Lacroix's collection of neat bell-skirted evening suits and dresses. The swathed fichu collars that are his trademark, and the ruffled, panniered skirts, reminiscent of Fragonard's 18th-century shepherdess style, are developed in this Luxe line in rose printed silk taffeta (right). Dufy prints and pique, and in giant dog-tooth and bold striped cottons. Lacroix has proved he can pare down his more exuberant couture detailing without losing any essential vitality of design.

### JEAN-PAUL GAULTIER



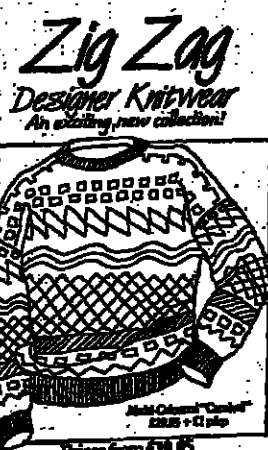
For the most recklessly innovative collection packed with more great ideas and new tricks per outfit than some designers ever reveal in an entire show, Jean-Paul Gaultier gets my Oscar. Gaultier replaces the trend towards short, sexy style with the simple fitted blazer, worn with wide-legged pants and a scarf knotted around the shoulders (left). His first outfit down the catwalk delivered one of his best ideas, the blazer "body", a leotard in worsted constructed like a tailored double-breasted jacket. Biker's stretch shorts stop at the knee with a band of lace. With its calf-length chiffon skirts, sailor-collared bomber jackets, and the jeans jacket redesigned as a smock, Gaultier's new line gives some timeless old classics a brand new twist.



An Oscar to Jean-Honoré Fragonard, the 18th-century French artist, for providing so much of the inspiration for this season with his now-fashionable pastels and his romantic way with frothy lace and garlands of flowers (see below). In his collection's programme notes, Karl Lagerfeld acknowledges his debt to Fragonard and his lush images. Billowing panniered skirts and floral prints (Lagerfeld's, above) star in every show, as well as in the Fragonard exhibition at the Grand Palais until January 4.

Photographs by Harry Kerr

### Tomorrow From Russia with love



### Time on her hands

"I try to be punctual for my business appointments and late for romantic rendez-vous," says Inès de la Fressange. And now Inès, the celebrated muse of Chanel's designs, Karl Lagerfeld, and the embodiment of 1987 Chanel chic (there are rumours that after three years with Karl she is ready to cut loose and set up as a designer herself), has an elegant new excuse to be on time.

Clasped to her fragile wrist, and to the wrists of every model in the Chanel show in Paris yesterday, is the accessory of the year, a bevelled-face watch with a gold chain strap threaded with black leather, which even to those too short-sighted to read the discreet name on the unnumbered face is instantly stamped Chanel.

A lavish album of photographs of the famous consenting their watches and confessions about time-keeping from celebrities such as Princess Caroline and Françoise Sagan has been published to launch the watch. Distinctive Chanel details, such as the shape of its scent bottles and jewellery, have been combined in the designs by Jacques Hellen. The watches are sure to provide Chanel lawyers with even more work using the inevitable copyrights.

The watches, priced from £300 to £4,000 for an 18-carat gold chain model, are expected to bring in a £50 million boost in revenue for the Wertheimer family, owners of Chanel, over the next 10 years. London's two Chanel shops in Bond Street and St James Street will have the watch from the end of the month.



All eyes on the timer: Inès and Chanel models with the watch

### Bergère bids au revoir

Eric Bergère is loosening his ties with Hermès, the 150-year-old saddlers and purveyors of that style of old-moneyed horse chic that the French dub *BCBG* for *bon chic, bon genre*. From November 1, exactly seven years after he joined Hermès, reinvigorated their staid image and persuaded a new generation to explore the fashion possibilities of the classic Hermès silk square, Bergère switches from full-time commitment to the family firm to a freelance contract. His first freelance commission is rumoured to be for Comptoir in Milan, which has a tradition of using Parisian designers, notably Montana and Muriel Grateau.



Eric Bergère: an exotic touch

"I don't want to be tied down to the one image any more," Bergère says. After the commercial success of the Hermès 150th anniversary designs in scarves and objets in 1987 (the latest is Eau d'Hermès, originally made in

1951 and just relaunched in a limited edition in the original lead crystal decanter, priced from £140), Jean-Louis Demas, Hermès's president, has declared that each year is to have a theme to celebrate. In 1988 it is exoticism, a brief broad enough to allow Bergère plenty of scope to show off his virtuoso design skills in the Hermès ready-to-wear collection to be shown today.

African embroidery decorates his wild silk short suits, which he shows with raffia fringed gloves and snakeskin sandals. Tortoiseshell and jungle prints and tall, touristy straw hats complete the world traveller's look. Even the famous Hermès "Kelly" bag fangles a brass elephant instead of its customary padlock.

### On their toes

Theatre and fashion often merge at a Gaultier show. This season's was no exception, with a performance from a very Parisienne accordion player and an actress in the role of a comedienne shooting us out at the end of the show. The ballet company Chopinot often plays a starring role. Courtelle is sponsoring a performance at the Astoria in London of the ballet *Le Défilé (The Fashion Show)* by the Compagnie Chopinot, costumed by Jean-Paul Gaultier, on November 12. Tickets £10, £5 and £5 from the Astoria, 157 Charing Cross Road, WC2 (box office: 01-434 0403).

● In Martine Sitbon, Chloé may not have the strong image-maker they once had in Karl Lagerfeld but they have certainly found a talented and modern thinking designer. Sitbon has made considerable impact with her own label collections, and her fresh thinking on tailoring and her soft touch with little silk crepe dresses (always the favourite with Chloé customers) will give the label, now in the hands of Dunhill, a welcome thrust back into fashion.

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## Four killed as train plunges into torrent

Continued from page 1

bridge at Glanrhyd, near Llandovery in Dyfed.

Mrs Angus said: "I was sitting in the front carriage reading *Spycatcher* when I heard a bang. Then there was water everywhere and I was completely covered."

She said the passengers could not escape through the doors because the river would have swept them away. Instead they struggled and swam towards the back of the first carriage where Mr George Anderson, a senior guard, was waiting to help.

She said: "He hauled me out and I managed to get on to the track with some others. Without his help I do not know what would have happened."

Mrs Angus, an author, said Mr Anderson tried in vain to rescue another passenger, an elderly woman. "He grabbed her hand at one stage, but she could not seem to reach up to get out in time."

She said: "We were all quite calm but it seemed to take an eternity to get out, although I



Mrs Ann Angus: Ours her life to the train guard.

suppose it was only 10 or 15 minutes. I did not feel frightened at the time but now I feel terribly shaken."

Mrs Angus, the author of *Hedgegrove*, a nature book, was travelling in the front compartment.

Those who could not escape were Simon Penny, a schoolboy from Swansea, the train

driver John Churchill, aged 58, from Ogmore Vale, Mid Glamorgan, and an elderly couple.

The six who survived included a Brazilian student, a third passenger, Mr Anderson, Mr Stephen Sharp, British Rail's customer services manager from Swansea, and Mr Ray Davies, a BR permanent way supervisor.

Mr Davies and Mr Sharp had joined the driver to check the line as the train made its way north.

According to witnesses, the bridge began to collapse as the train approached and started to buckle. The lines over the bridge were intact, but the superstructure, supported by four piers, built of masonry, had collapsed beneath the track.

Mr Keith Winder, British Rail's area manager, said: "The driver was proceeding cautiously and he could see the track was still intact over the river. Unfortunately the crew did not appreciate that the bridge had disappeared from under the track and the train dived into the river."

Last night Royal Navy and police divers who were flown in by helicopter called off their search for the four missing people, who are still believed to be in the first carriage which is resting almost completely submerged on the river bed.

The second carriage was left hanging precariously on the twisted track above.

Mr Carwyn Davies, a farmer, was one of the first people to witness the accident in driving rain just as it was getting light.

He said: "I heard a crack and saw the bridge going. Then the train came and there was a terrific bang. The first carriage went into the water and I rushed back and rang the police."

Mr Will Davies, another farmer, said he saw the train on the bridge. "I could see the bridge had gone so I went back to the house and called the police and told them the bridge had collapsed."

## Torrential rain causes flooding in West

By Michael McCarthy

Four people died and dozens were left homeless as weather-borne misery descended on Wales yesterday, even as the stricken south-east of England struggled to get back to normal after Friday's storm.

A weekend of solid rain in south and west Wales and a two-hour downpour in which more than two inches of rain fell early yesterday swelled rivers to bursting point.

The driver and three passengers of a train were missing, presumed drowned, after it plunged into the swollen River Tywi, Dyfed, when a bridge collapsed.

In Camarthen, the telephone exchange was under 6ft of water and its staff of eight was rescued by a helicopter and a coastguard lifeboat. Many people were trapped in their homes and local electricity substations were flooded.

cutting off power supplies.

In Cardigan, another helicopter carried householders to safety, including six people trapped on the roof of a farmhouse. In Haverfordwest three children and an elderly pensioner cut off by the rising water were rescued by inflatable boats.

Thousands of acres of farmland were under water and farmers spent much of the day trying to rescue livestock.

Torrential rain also swept North Wales and north-west England. In Cwyd, the River Dee burst its banks on the A525 between Bangor-on-Dee and Wrexham and the River Cwyd overflowed near Denbigh.

More than 170,000 people in south-east England spent a fourth day without electricity as the Army helped to shift trees lying across power lines.

## Lament at Kew for the fallen Tree of Heaven



Mr John Simmons, curator of the Royal Botanical Gardens, Kew, standing on the 200-year-old "Tree of Heaven", blown down in last week's storm (Photograph: Chris Harris).

By Ruth Gledhill

Parts of the Royal Botanical Gardens at Kew, west London, may re-open to the public by the beginning of next week.

Offers of help have come in from around the world to help the gardens, which some curators believe will never recover from the loss of dozens of the oldest, rarest and most beautiful trees that grew there.

But visitors will see a trail of destruction and devastation stretching from the main entrance throughout the gardens to Queen Charlotte's Cottage. Ancient oaks, chestnuts and conifers were left lying across paths, over buildings and in lakes, felled by the eight hours of gale force winds.

Curators believe it will be more than a century before the gardens, which lost 1,000 trees in the storm on Friday, are restored to anything like their former splendour.

"Most of the work to be done is in clearing up the mess", Mr John Simmons, curator of the gardens, said.

As he spoke, a beautiful

cedar planted just over 10 years ago by the Emperor of Japan disappeared into the wood chipping machine.

Students from the arboricultural unit of a horticultural and agricultural college in York have offered to help. A company in Oregon in the United States has offered a team with chain saws. The Venezuelan embassy has offered seedlings.

Yesterday Mr Simmons ate ripe chestnuts and carried pungent fruit from the head-sache tree (umbellaria californica), brought down just feet from the once-lovely "tree of heaven" (allanthus altissima), which has crushed the roof of the newly restored King William's Temple.

Mr John Eccles, chairman of the boards of trustees, said: "The staff at Kew have had strong winds and falling trees before. The problem this time is the scale of the damage. It will be many years before the trees that we plant begin to look like the ones we have lost."



Mr Michael Spicer, Minister for Energy, during his helicopter flight over Kent to survey the storm damage.

## Tehran's rhetoric of war

Continued from page 1

used 1,000 rounds of 5 in ammunition to destroy the two platforms, both of which have been previously attacked by the Iraqi Air Force. For the Iraqis, the strike is likely to be seen as confirmation that the US and Iraq are now military allies in the war against Tehran, even though Mr Weinberger insisted this was not the case.

Only a few hours before the American attack, US ordnance officers on board the wrecked Sea Isle City off Kuwait said that pieces of the

projectile which struck the vessel came from a Chinese-made Silkworm missile fired from an Iranian launcher on the southern tip of the occupied Iraqi Fao Peninsula.

For their part, the Arab states, who have for so long given their financial and political support to Iraq—and which clamoured for US retaliation last week—had by last night uttered no official approval for the action.

Kuwait, one of whose leading newspapers had demanded a US reprisal, would make no comment. But Saudi

officials privately expressed satisfaction that President Reagan had honoured his promise to retaliate.

Some Gulf shipping company officials suspected last night that the US may strike at other Iranian oil platforms, or even at Farsi Island—an island in the Persian Gulf—although there was no indication, either in Washington or in the Gulf itself, that this was to be the case. Tehran again warned that the US had "entered a swamp from which it cannot extract itself safely", but gave no indication of what response Iran might make.

## US seeks end to tension

Continued from page 1

and other Gulf Arab states. But he refused to detail the help, saying that the less said, the greater the co-operation.

The White House said that the attack had been deliberately planned to avoid casualties. But the US strike was the most determined display of American force since the bombing raid on Libya.

It raises the long-simmering confrontation with Iran to a new and dangerous level, with important repercussions in the volatile region, and within the US.

Congress is likely to demand the immediate invocation of the War Powers Act, which gives Congress a say in the deployment of forces facing imminent hostilities, although the White House still insisted that this was not necessary.

Mr Martin Fitzwater, the White House spokesman, said that the President had told congressional leaders that he would report, formally to them, "This is consistent with the war powers resolution and with our previous notifications following Gulf incidents."

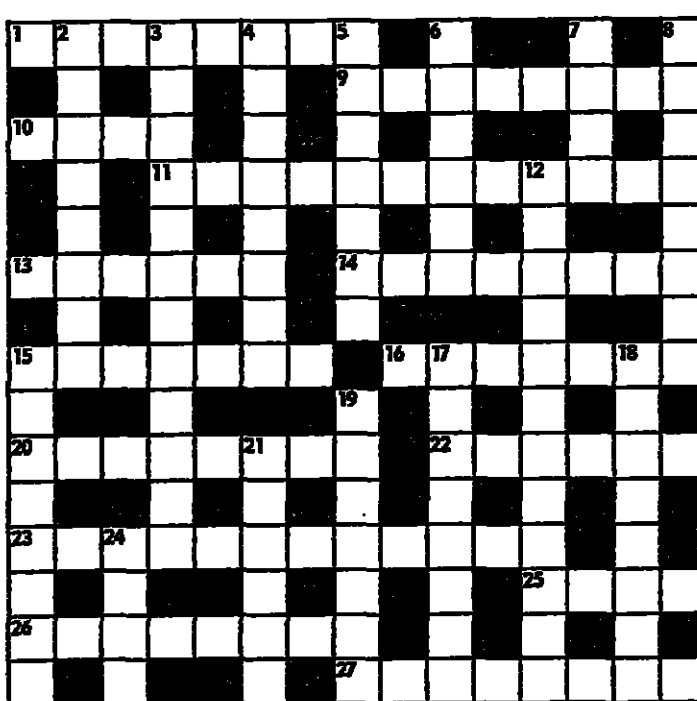
Mr Fitzwater, however, was at pains to justify the action to the world, emphasizing its "restrained nature".

This is the same process used by President Ford and President Carter concerning the deployment of US forces," he said.

The US strike will complicate American efforts to enforce a diplomatic solution through the United Nations, and may shatter the fragile unity among the five permanent members of the Security Council.

Mr Fitzwater, however, was at pains to justify the action to the world, emphasizing its "restrained nature".

### The Times Crossword Puzzle No 17,492



#### ACROSS

- 1 Collect a ship symbol? Almost (8).
- 9 Deep-sounding scheme against a chap (8).
- 10 This bit of water may be acid (4).
- 11 Learner feeling thus perhaps whilst playing this (7,5).
- 13 She features in articles about a Philistine city (6).
- 14 Go beyond the bridge (8).
- 15 "Come you back, you — soldier" (Kipling) (7).
- 16 Renevolet Russian family (7).
- 20 Suitable position on a quiet river (8).
- 22 See you, say, in the police station? (6).
- 23 Cabinet-maker's offering of comfort to the board (7,5).
- 25 Rock in South Africa (4).
- 26 Sign deposition (8).
- 27 Canning ocean monster's habitat? (8).

#### DOWN

- 2 He gives a paper cover to a horizontal member (8).
- 3 Pip's were great (12).
- 4 Europeans disguised as Bengalis (8).
- 5 Foreign letter records the Italian side (7).
- 6 Crush that is in the club (6).
- 7 Part of London said to figure in "The Boy Friend" (4).
- 8 Subjected to strain and upset, losing the girl (8).
- 12 Crudely trapped one lone butterfly (12).
- 15 Spread litter round the cattle range (8).
- 17 Brood in the island on the extremes of temperature (8).
- 18 Regularity needs a level head (8).
- 19 Paid to be colonised (7).
- 21 The sort of revenue to be found in farming (6).
- 24 Animal raised for a bit of wool (4).

Concise crossword, page 10

### WEATHER

General situation: Low pressure together with associated fronts will affect the British Isles. Scotland and Northern Ireland will stay rather cloudy with some outbreaks of rain. Much of western England and Wales will start rather cloudy with rain in places. During the day this rain will spread east to the rest of England while brighter but showery conditions follow into many western areas by the end of the day. Winds moderate to fresh but strong at times. Rather cool, maximum from 12C (54F) in the north to 16C (61F) in the south. Outlook for tomorrow and Thursday: Rather cool and unsettled with some showers which will be heavy in places.

#### ABROAD

City	Temp	Wind	Cloud
Algeria	22/27	W	100
Amman	18/25	W	100
Algiers	22/27	W	100
Amman	18/25	W	100
Amman	18/25	W	100
Amman	18/25	W	100
Amman	18/25	W	100
Amman	18/25	W	100
Amman	18/25	W	100
Amman	18/25	W	100

#### AROUND BRITAIN

City	Temp	Wind	Cloud
London	12/15	W	100
London	12/15	W	100
London	12/15	W	100
London	12/15	W	100
London	12/15	W	100
London	12/15	W	100
London	12/15	W	100
London	12/15	W	100
London	12/15	W	100

#### HIGH TIDES

City	Time	Height
London	10.05	5.3
London	10.05	5.3
London	10.05	5.3
London	10.05	5.3
London	10.05	5.3
London	10.05	5.3
London	10.05	5.3
London	10.05	5.3
London	10.05	5.3

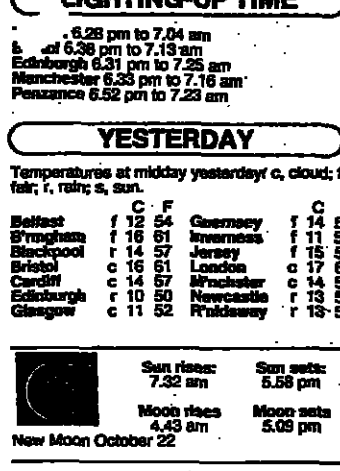
#### THE POUND

City	Rate
London	1.00
London	1.00
London	1.00
London	1.00
London	1.00
London	1.00
London	1.00
London	1.00
London	1.00

### AM



### PM



#### LIGHTING-UP TIME

6.28 pm to 7.04 am  
6.30 pm to 7.13 am  
6.31 pm to 7.14 am  
6.32 pm to 7.15 am  
6.33 pm to 7.16 am  
6.34 pm to 7.17 am  
6.35 pm to 7.18 am  
6.36 pm to 7.19 am  
6.37 pm to 7.20 am  
6.38 pm to 7.21 am

#### YESTERDAY

Temperatures at midday yesterday: c, cloud; f, fair; r, rain; s, sun.

City	Temp	Wind	Cloud
London	12/15	W	100
London	12/15	W	100
London	12/15	W	100
London	12/15	W	100
London	12/15	W	100
London	12/15	W	100
London	12/15	W	100
London	12/15	W	100
London	12/15	W	100

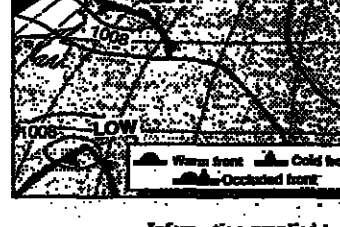
#### MANCHESTER

Yesterday: Temp: max 6 am to 6 pm, 17C (63F); min 6 pm to 6 am, 10C (50F). Rain: 24hr to 6 pm, 0.8in. Sun: 24 hr to 6 pm, nil.

#### HIGHEST & LOWEST

Yesterday: Highest day temp: Heathrow Airport, 17C (63F); lowest day temp: Lowestoft, 10C (50F). Rain: 24hr to 6 pm, 0.8in. Sun: 24 hr to 6 pm, nil.

#### NOON TODAY



Information supplied by London Weather Centre











# C&W to raise £400m in Hong Kong sell-off

By Stephen Leather and Colin Narborough

Cable and Wireless, the British telecommunications group, yesterday announced plans to raise substantial funds next year by reducing its interests in its Hong Kong operations.

Mr Rod Olsen, the group finance director, said the planned share sale, which would follow thorough reorganisation of the company's activities in the Crown Colony, would bring the company about £400 million on the basis of share prices on the Hong Kong Stock Exchange last week.

In line with preliminary plans disclosed last month, the group is to merge its two Hong Kong subsidiaries - Hong Kong Telephone Company and Cable and Wireless (Hong Kong), both 80 per cent owned by the British parent.

The companies respectively run Hong Kong's internal and external telephone systems.

The merger will create a publicly-listed holding company, Hong Kong Telecommunications, in which Cable and Wireless will initially hold 80 per cent, the colony's government 11 per cent and other shareholders 9 per cent.

But to fulfil a pledge to the Hong Kong authorities that it would make more of its shares available to the market, C&W will dispose of 5.5 per cent of the new company, probably in late January or early February.

Mr Olsen said China, to which Hong Kong will be handed over in 1997, could well be interested in acquiring shares in the telecommunications holding when they come on to the market.

Shareholders in Hong Kong Telephone would benefit from the restructuring through increased earnings and dividends per share.

The Hong Kong government last night issued a statement supporting the merger.

Yesterday's proposal calls for a two-for-one swap of Hong Kong Telephone shares for Hong Kong Telecommunications shares. The Hong Kong Telephone shareholders will also get warrants which will allow them to buy Hong Kong Telecommunications shares for HK\$10 (£0.77p) a share in five years' time.

After the sale of shares the new company will eventually be 74.5 per cent owned by Cable and Wireless in Britain, 5.5 per cent by the Hong Kong government, 9 per cent by existing Hong Kong Telephone shareholders and 11 per cent by the public.

Guinness and Ward 'close' to settling

By Lawrence Lever

Guinness is close to settling its legal dispute with Mr Thomas Ward, its former director. The settlement is likely to cover the disputed £5.2 million paid by Guinness to Mr Ward after the Distillers takeover, as well as the question of the ownership of a £750,000 flat in Washington's Watergate complex which is registered in Mr Ward's name.

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High street sales boom continues after setback

By Derek Harris, Industrial Editor

The retail sales boom lost its impetus in September with the Government's seasonally adjusted index dropping back by 0.8 per cent from August's peak of 132.5 to about the level recorded in July.

The provisional September figure was 131.4 (1980=100), a drop of 1.1 on the index, bringing sales close to the July level of 131.2, said the Department of Trade and Industry yesterday.

The value of sales in September was 7 per cent up on the same month last year. In the first nine months of this year the average value of sales has been 8 per cent up on the same period last year, judged on non-seasonally adjusted data.

But there is mounting evidence that the September setback has been followed this month by a fresh rise in sales. By the second week of October, there was already some Christmas present buying reported at Brent Cross shopping centre, north London, by the John Lewis Partnership.

The September easing of sales did not mean the retail boom was showing signs of ending, said Mr Richard Weir, director-general of the Retail Consortium to which most retailers belong.

Mr Weir said: "August was an exceptionally good month but the latest figures tell us that we have got a fairly buoyant demand still in the market. It is a function of earnings rising faster than inflation and general consumer confidence about jobs and prospects."

But he sounded this warning: "The one thing that could affect demand is if interest rates went up and pushed up mortgage rates."

Trade reports suggested that in September, fashion sales were especially good towards the end of the month with furniture and furnishings also up. But food sales were reported as disappointing.

Now cash is looking mightily attractive

COMMENT Kenneth Fleet

The dramatic downfall of both equities and gilt-edged in London yesterday was a mirror image of Wall Street's dismal performance last week which culminated on Friday in a drop of 108.36 to 2246.73 in the Dow Jones Industrial Average. In five business days the Dow Jones had lost 236 points, a rapid acceleration from the peak of 2,722.42 reached in August.

As if this were not bad enough, the weekend saw a bout of public sparring between James Baker, the US Secretary of the Treasury, and the West German authorities, set off by the apparent, though traditional, determination of Karl Otto Poehl, the president of the Bundesbank, to keep German inflation down even if that meant putting up interest rates. In American eyes this was totally against the spirit of the Louvre understanding on exchange rate stability, reaffirmed just three weeks ago.

In the eyes of freight bond dealers it suggested that the Louvre understanding was transparently thin and the Group of Seven in disarray.

It would have taken a major recovery when Wall Street opened yesterday and at least some soothing words on current G7 attitudes to interest rates and the dollar-mark exchange rate if other world markets, including London, were not to take to the slippery slope.

In the event, Wall Street went into even steeper decline in early trading but there were some soothing words from West Germany which suggested that the Bundesbank had postponed, for the time being at least, any action that would have driven West German rates higher and put even more downward pressure on a sorry dollar.

The Germans however, and probably the Japanese too, are unlikely to be manoeuvred into a corner made by the American Administration's persistent refusal to tackle the huge US trade deficit. The only meaningful policy the US at present is prepared to follow is devaluing the dollar. Mr Baker, and the new head of the Federal Reserve, Dr Alan Greenspan, who will not say him nay, is clearly dead set against raising the Federal discount rate.

As an international market, London cannot escape the backwash from Wall Street's dithering, the weakened state of the New York bond market, sparring among the three financial superpowers, and lack of confidence in the dollar. Sterling was a minor sideshow, but the equity market was forced to ask the question: "Is the long bull market over?" No market, bull or bear, lasts for ever and the present bull market has lasted a very long time - perhaps three years longer than even the most exuberant optimist would have forecast.

This year Mrs Thatcher's third election victory, Big Bang and the politics of

## Ferguson Industrial rises 25%

Profits at Ferguson Industrial Holdings have been galvanized by the acquisition at the beginning of the year of Empery Corporation, the American printing group, and Berisford, the Cheshire ribbons and labels business.

Leaving aside the departed, loss-making building products operations, turnover almost doubled to £64.2 million in the half-year to end-August, and profits are up by a quarter at £5.06 million.

Ferguson has been transformed, under Mr Denis Vernon, the chairman, from a conglomerate into a specialist group concentrating on printing, packaging and plastics.

Earnings per share are up, but only from 9.5p to 9.9p, reflecting the share capital dilution that accompanied the two acquisitions. But Mr Vernon expects the benefits to flow through in a year or two, and is encouraging shareholders with an increase in the interim dividend from 3.1p to 3.4p a share.

## High street sales boom continues after setback

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Ward returned \$2.4m

has obtained a court order freezing Mr Saunders's British assets as a result. In July, the High Court ruled Mr Ward must return the £5.2 million. Mr Ward has lodged notice of appeal against the ruling but has already been compelled to return approximately \$2.4 million (£1.44 million) of the £5.2 million.

If Mr Ward does reach a settlement with Guinness over the £5.2 million, it is likely the asset-freezing order against Mr Saunders - which bites mainly on his half-share of the sale proceeds of his house, and limits him to £600 a week to live on - will be lifted.

The Washington flat which Guinness is claiming to belong to Sir Jack Lyons, has told Sir Norman Macfarlane, Guinness's chairman, that £750,000 of the money he received from Guinness represented payment for the flat.

## Aluminium price surges to \$1,948

Aluminium prices in London yesterday reached their highest for 7 1/2 years in dollar terms, amid good general buying and short-covering.

The metal peaked at \$1,948 (£1,173) per tonne before profit-taking took prices down to \$1,935 by the end of the official ring, leaving it \$35 a tonne higher than last week.

## Elders' stake flushed out

By Our City Staff

Their Foster's lager through our pubs.

"They said they had acquired the shareholding to strengthen their position in discussions on such a trading link. We made it quite clear we have a long-term agreement to distribute Harp Lager and can see no commercial advantage in their proposals."

"We do not like the idea of them building up a stake in our company and then coming along afterwards to talk about trading arrangements. That may be the way they do things in Australia but we do not like it here."

Mr Redman said the company was well placed to make a defence against a bid, if it were made. The family owned 25 per cent of the company with another 15 per cent held in friendly hands. He said: "We have a strong base to mount a defence, which I am sure would anyway be reinforced by the Monopolies Commission with alacrity."

Later, a spokesman for Elders Ltd confirmed a shareholding had been acquired in Greene King.

Greene King has a 25 per cent stake in Harp Lager - the balance is owned by Guinness - and sales currently make up about 28 per cent of total beer turnover.

## New directors

Bank of Scotland has appointed Mr Alick Rankin, group chief executive of Scottish & Newcastle Breweries, and Mr Bob Reid, chairman and chief executive of Shell UK, as non-executive directors.

## Peat stake

Equitcorp owns or has received acceptances for 59.93 per cent of Guinness Peat Group's issued ordinary share capital.

## Cavendish bid

New Cavendish Estates, the property group, has received a £24.5 million cash offer from Noro-Buckfield NV, a private Dutch group.

## Burton buys stake in travel firm

By Cliff Feltham

Sir Ralph Halpern's Burton Group is moving into the holiday business.

The high street retailer is paying £350,000 for a 50 per cent stake in Abroad Travel, which runs nine travel agencies in the Midlands and North of England.

The plan is to create a national chain of 200 shops within the next three years.

executive of Abroad Travel, said: "We think we have a successful formula but funding has been a restraint. The tie-up with Burton should give us the backing we need."

The business, which has a turnover of £11.5 million a year, is currently making a small profit. It is expected to make about £250,000 next year on projected turnover of £16.5 million.

## PENNY SHARE FOCUS WINNER: NO. 53 ACSIS 34p to 420p in just three weeks

The latest share in a long line of recent Penny Share Focus Winners is ACSIS JEWELLERY - that makes over 50 jewellery during the last year.

In the last year Penny Share Focus has drawn the attention of subscribers to this sleepy little company no less than three times.

After giving them a Five Star speculative rating last June at 15p and tipping them again in November, we recently spotted some unusual activity in the share price and reported to subscribers on June 4th:

"One way to see which shares are on the move is to check the new highs every day. That's what drew ACSIS JEWELLERY to our attention again, as it started moving into new high ground. You may recall that we mentioned them twice before here in PFSF in both instances drawing your attention to the obvious 'shell' potential of this little retailer with a somewhat indifferent record. Right now, we know of no special reason why their shares should be moving, but they have made another new high and our instinct is that something must be up. Which is why we suggest it could well be worth climbing on board now if you don't already have any of their shares."

Shortly after that, a thriving new entrepreneur moved in to the company and the share price soared from 34p to 420p in less than a month.

Imagine you had invested £500 at the beginning of June - you could have shown a 55,176 profit in just three short weeks! Your only effort, just the two phone calls you would have made to buy and then sell the shares.

FANTASTIC GROWTH RECORD

Sevenfold out of the top twenty performing shares this year (at 2.7.87) were Penny Shares. Here is a selection of the recent winners:

Share	from	to	gain
Acis Jewellery	18p	310p	+1,633%
New Eng. Props.	12p	70p	+458%
Excelsior Jewellery	15p	97p	+432%
Regentrest	20p	240p	+515%
Amber Day	15p	90p	+500%
Sharna Ware	40p	250p	+470%
Humberstone Etm.	12p	65p	+442%
Cassey Capital	15p	101p	+461%
Talbot	80p	470p	+459%
Hughes Foods	32p	155p	+384%

(Prices as at 2nd July 1987)

Of course, if you had the time, and the know-how, you could isolate the potential winners and then complete a thorough investigation of the company.

But here is an easier route to Penny Share Focus team of analysts condense days of research into a four page no nonsense action guide. Its sole aim... to provide investors like you with opportunities for big capital gains. By carefully monitoring every Penny Share on the market... by collating masses of financial and company data... by making painstaking enquiries into the company's management, sometimes even visiting their offices, PENNY SHARE FOCUS helps you to spot the next Penny Share winner, and keeps you clear of the losers.

WHAT ARE PENNY SHARES? ... AND WHY IS THEIR RECORD SO GOOD?

A Penny Share is quite simply a share that you can buy for mere pennies. The shares are cheap because the City has lost confidence in the company's ability to make money and so the price of the shares has fallen. Or, as plain bad luck. But the slump in the price of the shares means something has to be done - something has to change.

In some cases the company may be restructured, new management installed, new products launched, new ideas and techniques introduced. Alternatively, the company's shares may be so cheap that a rival company moves in to take them over. Or a successful private company might buy them out as a cheap way in to the stockmarket. Whatever happens, it's nearly always good news for the investor who was brave enough to buy when the company was down.

Remember, these companies are still trading and they often have quite sizeable assets. Apart from the very few that do go to the wall - and they're really surprisingly few - the only way a share price that has fallen to mere pennies can go up is...

Join the Penny Share investors today and subscribe now to claim a discount of £20 off your first year's membership subscription and be fully protected with our unique MONEY BACK GUARANTEE.

The editor of PENNY SHARE FOCUS has for more than ten years been the country's leading authority on Penny Shares... the man who spotted Wire and

Plastic when it was just 27p, and then watched it rise to £7.05... put another way if you had invested just £500 in Wire and Plastic when he told you, that investment would now be worth more than £25,000.

You can now have access to this valuable information each month through the pages of PENNY SHARE FOCUS. In just 4 lightly written pages he reviews the latest news, recommends the hottest Penny Shares of the moment, and keeps investors in touch with his past recommendations. You can make money when you sell, and it's the aim of PENNY SHARE FOCUS to get you out at the top of the market so you can move on to the next Penny Share winner.

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UNIQUE MONEY BACK GUARANTEE

We guarantee you will get at least three opportunities to double your money, or you pay us nothing. Yes, you must receive at least three recommendations from PENNY SHARE FOCUS that double in value within the next twelve months. If you don't, let us know and we will gladly refund your first year's subscription in full, in cash by return of post.

We are currently researching several companies from the 'bargain basement' of the stock market that look set for phenomenal growth. Ensure you don't miss them - complete and return your membership application today.

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## No fizz in the market

Investors were not the only people in the Square Mile counting the cost of yesterday's record stock market crash. Wine bars and restaurants throughout the City reported unusually thin trading at lunchtime, with most hoping to make up lost business after office hours as exhausted stockbrokers resorted to drowning their sorrows. "We were deserted," a barman at the famed Long Room in Throgmorton Avenue tells me. "It certainly wasn't as jolly as usual," says a waitress at the popular Bow Wine Vaults. At the trendy Pavillion restaurant in Finsbury Circus, a number of table bookings were cancelled as stock-stricken market-makers stayed glued to their electronic screens. Those at the bar were mostly there for just one quick drink. "The atmosphere was very charged," says manageress Lucia Murfitt. Meanwhile, the Pavillion's Louis Roederer champagne index, which is plotted against the FT-SE 100 index, mimicked the market's fall. Compared with its record consumption of 18 bottles on August 21, when the FT-SE jumped 25 points to 2,329 (the champagne index has only been kept since August 17 and does not include other champagne brands) only four bottles - at £20.50 a time - were drunk yesterday. "But it's not our lowest ever," Murfitt says, "which might mean they think the worst is over."

## THE TIMES CITY DIARY

### The wages of din...

Little does Taylor Woodrow know, but the £100 it donated to the parish council of Kirby Misperton - the North Yorkshire village in the Ryedale district where Taylor Woodrow is applying for permission to build Britain's largest on-shore gas field - has been handed over to its arch-opponents. Taylor Woodrow, whose planning application is due to be considered by North Yorkshire County Council today, sent a letter with the cheque saying that because of increased noise and traffic in the area, the money was to be used "for the benefit of the community". Nina Tidwell, the parish clerk, acknowledged the gesture and assured them that it would indeed be used to benefit the community. Then I hear, she promptly forwarded the cheque to Ryedale Against Gas Exploitation - of which, it so happens, she is also a committee member.

### How to Cope

The junior employment minister, John Cope, is earning himself a reputation for public utterances that would embarrass even Edwina Currie. "Starting one's own business can be like walking alone into the bush," he said in a speech on *Yes, you have guessed it* last week. He went on: "If you start up by taking a franchise, you have a white hunter at your side - it's fine if you trust the white hunter. He will show you the way through the tracks, tell you where to camp, and help you to fight off the predators. But we've all seen enough films about treacherous white hunters, who are after the treasure for themselves, to know that you must choose him with care." Watch out for the elephant gun, John.

## Scorey scores

Coinciding with Aitken Hume's results yesterday, news has reached me that its former finance director, Michael Scorey, has at last won an "undisclosed" out-of-court settlement from the company for defamation and breach of contract. Scorey, who resigned amid acrimony last year as the company was inundated with bid offers from Tranwood, left after Jonathan Aitken allegedly appointed a new managing director, Anthony Constance, to the group without first consulting all its executive directors. Scorey claimed that the ensuing defence documents against the Tranwood bid contained what amounted to a smear campaign against him. Either way, the statement issued jointly by law firms Nabarro Nathanson and Simmons and Simmons yesterday certainly forced Aitken Hume to eat its earlier, and far from complimentary, words. "Aitken Hume recognizes Mr Scorey's past contribution as a director of Aitken Hume and his central role in its development as an international financial services group," it reads. Scorey, who says he is "satisfied" with the result, is now a director at Rockwood Holdings, the fast-growing distribution, security and financial services group quoted on the USM.

## Overheard in a City wine bar

"The Guinness war cabinet appears to have thought ethics was a county in South-east England."

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# THE BRITISH PETROLEUM COMPANY p.l.c.

## Offer for Sale by N M Rothschild & Sons Limited on behalf of The Lords Commissioners of HM Treasury

Under the Combined Offer being made in the U.K. and overseas  
2,194 million Ordinary Shares of 25p each are available for purchase.

Up to 1,369 million of these Ordinary Shares are being made available under the  
Fixed Price Offer to the general public and existing shareholders at 330p per share  
of which 120p is payable now,  
105p is payable on 30th August, 1988 and 105p is payable on 27th April, 1989.

Not less than 825 million Ordinary Shares are being offered to  
U.K. institutional and overseas investors at or above 330p per share  
(payable in instalments on the same dates) under the International Offer.

The existing Ordinary Shares now being offered have been admitted to the Official List by the Council of The Stock Exchange. Application has been made to the Council of The Stock Exchange for the new Ordinary Shares now being offered to be admitted to the Official List. The following information should be read in conjunction with the full prospectus dated 15th October, 1987 relating to the Company, copies of which are available at clearing bank branches and post offices. In applying for shares you will be treated as applying both on the Terms and Conditions set out below and on the basis of the full prospectus, which you are advised to read before returning your application form.

### APPLICATION AND INSTALMENT ARRANGEMENTS

#### APPLICATIONS

Applications must be received by 10.00 a.m. on Wednesday, 28th October, 1987 (or before close of business on Tuesday, 27th October, 1987 if the form is taken by hand to any U.K. branch of National Westminster Bank PLC, Bank of Scotland or Ulster Bank Limited). Photocopies of application forms will not be accepted in any circumstances. The right is reserved to reject, in whole or in part, any application. Once made, applications may not be withdrawn.

#### ALLOCATION OF SHARES

The basis of allocation of the shares is expected to be announced on Friday, 30th October, 1987.

If you are successful, in whole or in part, you will be sent a temporary document of title (a letter of acceptance) for the shares allocated to you.

If there is heavy demand for the shares, you may receive fewer shares than you apply for or, in some cases, none at all.

If your application is not accepted or is only accepted in part, you will receive (without interest) all money paid on application or a refund cheque for the balance of the money paid on application.

#### DEALINGS

It is expected that dealings on The Stock Exchange will commence at 2.30 p.m. on Friday, 30th October, 1987. Letters of acceptance are expected to be sent to successful applicants on Monday, 9th November, 1987. Applicants who deal before receipt of a letter of acceptance will do so at their own risk.

You will not be liable for stamp duty or stamp duty reserve tax on your application for shares. If you sell your shares, the purchaser will be liable to pay any stamp duty or stamp duty reserve tax.

#### FURTHER INSTALMENTS

You will be sent reminders in advance of the dates when the second and final instalments become payable. At the time the reminder is sent for the second instalment (due by 30th August, 1988) you will also be sent an Interim Certificate to replace the letter of acceptance despatched following the Combined Offer. After you have paid your final instalment (due by 27th April, 1989) you will be sent your final share certificate. If you do not pay any instalments for which you are liable, your right to the shares may be cancelled. If you sell your shares, the purchaser will become liable for any further instalments due (once the transfer has been registered).

### SHARE BONUS ARRANGEMENTS

#### INTRODUCTION

If you buy shares in the Offer for Sale and continue to hold them until close of business on 31st October, 1990, you may be eligible to receive from HM Treasury, free of charge, a share bonus of one additional share for every ten such shares. The share bonus is only available if you buy shares in the Offer for Sale and not if they are bought subsequently.

Existing shareholders and members of the BP Group Participating Share Scheme do not qualify for the share bonus in respect of shares applied for on red preferential application forms.

The maximum number of bonus shares you can receive is 150 shares. Where shares are applied for jointly, the maximum number of bonus shares will remain at 150 shares, even if more than one of the joint holders is eligible.

Copies of the full terms of the share bonus arrangements will be obtainable from National Westminster Bank PLC, Registrar's Department, P.O. Box 472, Consort House, The Lombard Centre, East Street, Bristol BS99 1NW until 30th June, 1989 and thereafter from the Company at BP House, Third Avenue, Harlow, Essex CM19 5AG.

#### ELIGIBILITY

To be eligible for the share bonus, you must be an individual applying other than on a red preferential application form. Companies, partnerships, firms, trusts, associations and clubs are ineligible. In addition, your application must be made by you:

- solely for your own benefit, or for that of a child under 18 years of age if you are that child's parent, grandparent or guardian; or
- jointly, with up to three other individuals, solely for the benefit of one or more of you; or
- jointly with a nominee (who need not be an individual) solely for your own benefit; or
- jointly with a nominee (who need not be an individual) and up to two other individuals solely for the benefit of one or more of you other than the nominee.

#### DELIVERY OF THE BONUS SHARES

The bonus shares will be transferred to you (or, if you are a joint holder of your shares, to you and the other joint holders) as soon as reasonably practicable after 31st October, 1990 together with all rights attaching to those shares at that date. There will be no right to receive fractions of shares.

### TERMS AND CONDITIONS

1. Acceptance of applications will be conditional on (i) the new Ordinary Shares being admitted to the Official List of The Stock Exchange not later than 30th November, 1987 and (ii) the Offer for Sale Underwriting Agreement referred to in paragraph 7(a) of Section 10 of the Prospectus dated 15th October, 1987 containing the listing particulars in relation to the new Ordinary Shares ("the Prospectus") having become unconditional and not being terminated prior to such date as HM Treasury may determine, being not later than 30th November, 1987. Application moneys will be returned (without interest) if either of these conditions is not satisfied and, in the meantime, if presented for payment, will be kept on behalf of HM Treasury in a separate account. Rights are reserved for HM Treasury and its agents to present for payment and otherwise process all cheques and bankers' drafts received and to have full access to all information relating to, or deriving from, such cheques, bankers' drafts and the processing thereof. The right is also reserved to treat as valid any application not in all respects completed in accordance with the instructions accompanying the relevant application form.

2. Acceptance of an application by an eligible investor will, subject to paragraph 3(c) below, entitle that investor to the share bonus on the terms referred to in Section 11 of the Prospectus.

3. By completing and delivering an application form, you (a) offer to purchase from HM Treasury the number of Ordinary Shares specified in your application form (or such smaller number for which the application is accepted) on the terms of, and subject to the conditions set out in, the Prospectus and the Instalment Agreement (and, in the case of joint applicants, the Memorandum and Articles of Association of the Company) and agree to become a party to and be bound by all relevant provisions of the Instalment Agreement;

(b) as a collateral contract between you and HM Treasury which will become binding on despatch to or receipt by a receiving bank of your application and in consideration of HM Treasury agreeing that it will not prior to 1st December, 1987 offer any of the Ordinary Shares to any person other than by means of one of the procedures referred to in the Prospectus;

(i) agree that your application cannot be revoked prior to 1st December, 1987; and

(ii) warrant that your remittance will be honoured on first presentation and agree that any letter of acceptance and any moneys returnable may be held pending clearance of your payment and will not bear interest;

(c) (i) warrant, if you write "yes" in Box 4 of a public application form or apply on a blue or green application form, that you are eligible for the share bonus (eligibility is explained under "Share bonus arrangements" in Section 11 of the Prospectus);

(ii) agree that, if you do not write "yes" in Box 4, you will not be entitled to the share bonus even if you might otherwise qualify;

(d) warrant that you are not a U.S. or Canadian person and you are not applying on behalf of any such person;

(e) agree that all applications, acceptances of applications and contracts resulting therefrom under the Offer for Sale shall be governed by and construed in accordance with the laws of England and you submit to the jurisdiction of the English courts;

(f) warrant that:

(i) if this application is made for your own benefit) no other application (other than any application you are entitled to make on a red application form) is being made for your benefit by you or by anyone applying as your agent (other than a discretionary Personal Equity Plan manager or by any other person); and

(ii) if the application is made by you as agent for, or for the benefit of, another person) no other application (other than on a red application form) for the benefit of that person is being made by you or, so far as you are aware, by that person or by any other person;

(g) if you sign the application form as agent for someone else, warrant you have the authority to do so on behalf of that other person and undertake to enclose your power of attorney or a copy thereof certified by a solicitor, where this is required by the guide to completing the application form;

(h) agree that, in respect of those Ordinary Shares for which your application has been received and processed and is not rejected, acceptance of your application shall be constituted, at the election of HM Treasury, either (i) by notification to The Stock Exchange of the basis of allocation (in which case such acceptance shall be on that basis) or (ii) by notification of acceptance thereof to the relevant receiving bank;

(i) authorise the relevant receiving bank and the Custodian Bank to procure that your name (and the name(s) of any other joint applicant(s)) is placed on the register of holders of Interim Rights in respect of such Ordinary Shares the entitlement to which has not been effectively renounced and thereafter to procure that your name (and the name(s) of any joint applicant(s)) is placed on the register of members of the Company in respect of such Ordinary Shares the right to which has not been effectively transferred (references to rights being effectively renounced mean the renouncement(s) being registered by a receiving bank in relation to such rights);

(j) agree that all documents in connection with the Offer for Sale (including the share bonus arrangements) and/or any returned moneys will be sent at your risk and may be sent by post to you at your address (or, in the case of joint applicants, the address of the first person) as set out in the application form or such other address as may from time to time appear in the register of holders of Interim Rights or the register of members of the Company by your name or the name of such person;

(k) (i) agree that time of payment by you shall be of the essence of each contract constituted by acceptance of your application; (ii) undertake to pay the second and final instalments by, and (in the case of any payment of £10,000 or more) for value not later than, 3.00 p.m. on 30th August, 1988 and 3.00 p.m. on 27th April, 1989 respectively, for each Ordinary Share in respect of which your application is accepted, the right to which has not been effectively renounced or transferred in accordance with the Instalment Agreement by you prior to the relevant time and date; and (iii) agree that failure to make any payment when due will entitle HM Treasury to avoid the contract and re-sell the Ordinary Share to someone else, in which case you will be sent (subject to adjustment in the event of a capitalisation issue) a refund, without interest, equal to 120p or 225p per Ordinary Share resold (depending on whether the default is in payment of the second or final instalment respectively), whether or not the instalment(s) already paid for it exceed(s) that amount less any loss sustained by HM Treasury determined in accordance with the Instalment Agreement. No payment of less than £2 will, however, be made to you;

(l) agree that HM Treasury will allocate the new Ordinary Shares entirely in the Offer for Sale (and not in any other part of the Combined Offer) and that each successful applicant in the Offer for Sale will receive new Ordinary Shares and existing Ordinary Shares in the same proportions (or as nearly as may be practicable) as every other such applicant;

(m) agree that, without prejudice to any other rights to which you may be entitled, you will not be entitled to exercise any remedy of rescission for innocent misrepresentation at any time after acceptance of your application;

(n) confirm that, in making your application, you are not relying on any information or representation in relation to The British Petroleum Company p.l.c. or the Combined Offer other than information and representations contained in the Prospectus or in the mini prospectus published in connection with the Offer for Sale taken together with the Prospectus (the "prospectuses") and accordingly you agree that no person responsible for the prospectuses shall have any liability for any such information or representation other than as aforesaid;

(o) agree promptly on request to disclose in writing to HM Treasury any information which it may request in connection with your application; and

(p) agree that any letter of acceptance and application moneys in respect of any applicant suspected to be in breach of paragraph 3(f) may be held (without interest) pending investigation.

4. References in the application forms and guides to "shareholders" or "BP shareholders" include references to members of the BP Group Participating Share Scheme. Save as aforesaid and where the context otherwise requires, terms defined in the Prospectus bear the same meaning when used herein or in application forms.

No person receiving this application form in any territory other than the U.K., the Channel Islands or the Isle of Man may treat it as constituting an invitation or offer to him nor should he in any event use it, unless in the relevant territory such an invitation and offer could lawfully be made to him without compliance with any unfulfilled registration or other legal requirements. It is the responsibility of any person outside the U.K., the Channel Islands and the Isle of Man or subject to the laws of any overseas jurisdiction receiving this application form and wishing to make an application hereunder to satisfy himself as to full observance of the laws of the relevant territory and to pay any transfer or other taxes requiring to be paid in such territory in respect of the shares acquired by him under the Combined Offer.

### INSTRUCTIONS FOR RETURN OF THE PUBLIC APPLICATION FORM

SEND YOUR COMPLETED APPLICATION FORM BY POST (OR DELIVER IT BY HAND)  
TO ARRIVE NOT LATER THAN 10.00 A.M. ON WEDNESDAY, 28TH OCTOBER, 1987

at the appropriate address immediately below according to the  
first letter of your surname (or corporate name) inserted in Box 1.

A to Cg Bank of Scotland, New Issues Department, Apex House, 9 Haddington Place, Edinburgh EH7 4AL, or, by hand only, to 38 Threadneedle Street, London EC2.	Ch to F Barclays Bank PLC, Registrar's Department, P.O. Box 123, Fleetway House, 25 Farringdon Street, London EC4A 4HD.	G to J Lloyds Bank Plc, Registrar's Department, Issue Section, P.O. Box 1000, 11 Bishopsgate, London EC2N 3LB.	K to M Midland Bank plc, Stock Exchange Services Department, Mariner House, Pease Street, London EC3N 4DA.
N to Sg National Westminster Bank PLC, New Issues Department, P.O. Box 79, 2 Princess Street, London EC2P 2BD.	Sk to Z The Royal Bank of Scotland plc, Registrar's Department, P.O. Box 190, 3-11 North St. Andrew Street, Edinburgh EH2 1HL, or, by hand only, to New Issues Department, 67 Lombard Street, London EC3.	USE FIRST CLASS POST AND ALLOW AT LEAST TWO DAYS FOR DELIVERY OR TAKE THIS FORM BY HAND BEFORE CLOSE OF BUSINESS ON TUESDAY, 27TH OCTOBER, 1987 to any U.K. branch of National Westminster Bank PLC, Bank of Scotland, or Ulster Bank Limited (in Northern Ireland).	

Additional receiving centres are open for deliveries by hand until 10.00 a.m. on Wednesday, 28th October, 1987. These are set out on the back of the application form in the mini prospectus and in the full prospectus.

صلى الله عليه وسلم



## GUIDE TO COMPLETING THE PUBLIC APPLICATION FORM

ONLY ONE APPLICATION MAY BE MADE FOR THE BENEFIT OF ANY PERSON except for any other application you are entitled to make as a shareholder on a red preferential form or an application made for your benefit but without your knowledge by a discretionary Personal Equity Plan manager.

If you have received a personalised BLUE form, you should complete that form.

If you are already a shareholder you may also apply on the RED form sent to you.

Otherwise, please use the form below.

- 1** Put in Box 1 your full name and address (please use block capitals). Applications must not be made by anyone under 18, but a parent, grandparent or guardian of a child under 18 may apply for the benefit of that child. To do this, you should put your own name in Box 1, and after your surname write "A/C" followed by the full names of the child and the child's date of birth. This does not stop you from making a single application for your own benefit.

If you wish to apply jointly with another adult, see Note 7.

- 2** Put in Box 2 (in figures) the number of shares for which you are applying. You may only apply for one of the numbers of shares set out below. Applications for any other number of shares will be rejected.

Number of shares you are applying for	Amount you pay now (£200 per share)	Your total investment (£300 per share)
80	£96	£264
100	£120	£330
200	£240	£660
300	£360	£990
400	£480	£1,320
500	£600	£1,650
600	£720	£1,980
700	£840	£2,310
800	£960	£2,640
900	£1,080	£2,970
1,000	£1,200	£3,300
1,500	£1,800	£4,950
2,000	£2,400	£6,600
2,500	£3,000	£8,250
3,000	£3,600	£9,900
3,500	£4,200	£11,550
4,000	£4,800	£13,200
4,500	£5,400	£14,850
5,000	£6,000	£16,500

Above 5,000 shares, applications must be in the following denominations:

Applications	Multiples of
5,000 to 10,000 shares	1,000 shares
10,000 to 50,000 shares	5,000 shares
50,000 to 100,000 shares	10,000 shares
over 100,000 shares	50,000 shares

- 3** Using the middle column of the table above, put in Box 3 (in figures) the exact amount you pay now.

Payment is in three instalments. The second instalment of 105p per share is payable by 3.00 p.m. on 30th August, 1988 and the final instalment of 105p per share by 3.00 p.m. on 27th April, 1989. A reminder about the second and final instalments will be sent to your registered address before they become due.

- 4** If you wish to receive the share bonus and you are an eligible individual or applying on behalf of an eligible individual, write "Yes" in Box 4.

If you write "No" in the box or do not complete it, you will not receive the share bonus.

If you are in any doubt about whether you are an eligible individual, you should read the details of the share bonus arrangements set out in the full prospectus or mini prospectus (including, if necessary, the arrangements for nominees' applications on behalf of others).

- 5** Read the declaration in Box 5, then sign and date the form in Box 5.

The application form may be signed by someone else on your behalf if he is duly authorised to do so. An agent must enclose the power of attorney appointing him (or a copy certified by a solicitor), unless he is a Selling Agent, Financial Intermediary or U.K. Clearing Bank (as referred to in Section 10 of the full prospectus) and states the capacity in which he signs.

A corporation must sign under the hand of a duly authorised official, whose representative capacity must be stated.

## WARNING

Criminal proceedings may be instituted against anyone knowingly making or authorising more than one application for the benefit of any person except for any other application BP shareholders are entitled to make on red preferential forms.

- 6** Pin to Box 6 a cheque or bankers' draft for the exact amount you have entered in Box 3. Your cheque or bankers' draft must be made payable to "BP Share Offer". Please ensure that it is crossed and write on it "Not Negotiable". A separate cheque or bankers' draft must accompany each application.

No receipt for your payment will be issued.

Your cheque or bankers' draft must be drawn in sterling on an account at a bank branch in the U.K., the Channel Islands or the Isle of Man and must bear a U.K. bank sort code number in the top right hand corner.

If you do not have a cheque account, you can obtain a cheque from your building society or a bank branch, in which case you should write your full name(s) and address on the back of the cheque.

An application may be accompanied by a cheque drawn by someone other than the applicant(s), but any moneys returned will be sent by cheque crossed "Not Negotiable A/C Payee Only" in favour of the applicant(s).

- 7** JOINT APPLICANTS You may apply jointly with up to three other people, provided each applicant is aged 18 or over. They should complete and sign Box 7.

They should read Note 5 and the declaration in Box 5 before signing this box.

## Jaguar joins with Castrol to race in US

By Colin Narborough

Castrol, the lubricants specialist, has reached a three-year deal with Jaguar, the maker of high-performance cars, to sponsor the team that will race on the prestigious US sports car racing circuit, starting with the Daytona 24 Hours in January.

The two companies have already met with success in America and are looking for continued growth there. Getting together in a visible forum as motor racing is intended to give more thrust to their separate drives for more market share.

Although the sponsorship deal, announced in New York yesterday, covers only the US, it is likely to open the way to a much wider linking of the two names. Jaguars have sported the Castrol name before, but only as sub-sponsors, not as the prime mover.

Mr Jonathan Fry, Castrol's chief executive, told a press conference: "A tie-up between our two increasingly successful British-based but truly international organizations is a natural and appropriate step. We at Castrol are deeply committed to it."

For Jaguar, Sir John Egan, the chairman, said his company was greatly pleased that the team would be supported

## Norsk Data cuts £9m from profit forecast

Oslo (Reuters) - Norsk Data, the Norwegian computer company, said that weak sales outside Europe have forced it to cut its 1987 pretax profit forecast by Nkr100 million (£9.13 million) and its expected 1987 sales figure by about Nkr150 million.

The company said in August that it expected to show a pretax profit of between Nkr550 million and Nkr600 million this year.

The sales figure was reduced after it became clear sales in

North America and India would not match earlier predictions and that this discrepancy could not be compensated for by a corresponding increase in its European business, the company said.

Sales in Europe remained strong, however, and were expected to grow by 25 per cent to 35 per cent in 1987.

Norsk Data showed a Nkr177.9 million pretax profit for the first six months of 1987, against Nkr168 million the previous year.

## LONDON TRADED OPTIONS

Option	Call	Put	Option	Call	Put
Allday	300	13	23	27	30
Allday	300	13	23	27	30
Allday	300	13	23	27	30
Allday	300	13	23	27	30
Allday	300	13	23	27	30
Allday	300	13	23	27	30
Allday	300	13	23	27	30
Allday	300	13	23	27	30
Allday	300	13	23	27	30
Allday	300	13	23	27	30

## Barrett tops forecast

Henry Barrett, the steel buildings and steel services group, has comfortably topped its flotation forecast with pretax profits of £1.93 million for the year to end-August. Mr Gry Barrett, chairman, predicted not less than £1.75 million when the group obtained a full

listing in May.

The figure shows 41.5 per cent growth on the previous year, on a turnover up 24.8 per cent at £29.28 million. Earnings per share are 41.4 pence up from 34.7 pence and the final dividend of 0.7p makes 0.825p for the year.

## TRADITIONAL OPTIONS

Option	Call	Put	Option	Call	Put
Allday	300	13	23	27	30
Allday	300	13	23	27	30
Allday	300	13	23	27	30
Allday	300	13	23	27	30
Allday	300	13	23	27	30
Allday	300	13	23	27	30
Allday	300	13	23	27	30
Allday	300	13	23	27	30
Allday	300	13	23	27	30
Allday	300	13	23	27	30

## RECENT ISSUES

Option	Call	Put	Option	Call	Put
Allday	300	13	23	27	30
Allday	300	13	23	27	30
Allday	300	13	23	27	30
Allday	300	13	23	27	30
Allday	300	13	23	27	30
Allday	300	13	23	27	30
Allday	300	13	23	27	30
Allday	300	13	23	27	30
Allday	300	13	23	27	30
Allday	300	13	23	27	30

**PUBLIC APPLICATION FORM**

To H M Treasury  
N M Rothschild & Sons Limited

National Westminster Bank PLC  
The British Petroleum Company p.l.c.

Before completing this form, please read carefully the guide above.

PLEASE USE BLOCK CAPITALS

Mr, Mrs, Miss, Ms or title Forename(s) (in full)

Surname

Address

Postcode

I/We offer to purchase Ordinary Shares in BP on and subject to the Terms and Conditions set out in the Prospectus containing listing particulars dated 15th October, 1987.

and I/we attach a cheque or bankers' draft for the amount now payable of £

I am/We are eligible and wish to receive the share bonus

Please write "Yes" or "No" in the box

I declare that to my knowledge this is the only application made for my benefit (or that of the person(s) for whose benefit I am applying) except for any other application I am entitled to make as a shareholder on a red preferential form. I have read the warning in Note 5.

Date October, 1987 Signature

Pin here your cheque/bankers' draft for the exact amount in Box 3, payable to "BP Share Offer" and crossed "Not Negotiable".

JOINT APPLICANTS

The first applicant should sign Box 5 and complete Box 1. Using BLOCK CAPITALS, insert below the names of the other joint applicants, who must sign in the right hand column.

I/We join in this application and give the declaration set out above.

Mr, Mrs, Miss, Ms or title	Forename(s) (in full)	Surname	Signature
2nd joint applicant			
3rd joint applicant			
4th joint applicant			

FOR OFFICIAL USE ONLY

Stamp of person claiming commission and VAT reg. no.

Stamp of other intermediary claiming commission and VAT reg. no.

Stamp of person claiming commission and VAT reg. no.

Stamp of other intermediary claiming commission and VAT reg. no.

(If not registered for VAT, put "none")

(If not registered for VAT, put "none")

(If not registered for VAT, put "none")

(If not registered for VAT, put "none")

Acceptance no.

Shares accepted

Acceptance no.

Shares accepted

Commission calculated

Commission calculated

## THIRD MARKET

Option	Call	Put	Option	Call	Put
Allday	300	13	23	27	30
Allday	300	13	23	27	30
Allday	300	13	23	27	30
Allday	300	13	23	27	30
Allday	300	13	23	27	30
Allday	300	13	23	27	30
Allday	300	13	23	27	30
Allday	300	13	23	27	30
Allday	300	13	23	27	30
Allday	300	13	23	27	30

## BASE LENDING RATES

Option	Call	Put	Option	Call	Put
Allday	300	13	23	27	30
Allday	300	13	23	27	30
Allday	300	13	23	27	30
Allday	300	13	23	27	30
Allday	300	13	23	27	30
Allday	300	13	23	27	30
Allday	300	13	23	27	30
Allday	300	13	23	27	30
Allday	300	13	23	27	30
Allday	300	13	23	27	30

## THE WEEKLY BUSINESS NEWS MAGAZINE DIRECT FROM THE DTI

Option	Call	Put	Option	Call	Put
Allday	300	13	23	27	30
Allday	300	13	23	27	30
Allday	300	13	23	27	30
Allday	300	13	23	27	30
Allday	300	13	23	27	30
Allday	300	13	23	27	30
Allday	300	13	23	27	30
Allday	300	13	23	27	30
Allday	300	13	23	27	30
Allday	300	13	23	27	30

**CENTURY**

*Highland Distilleries*

**OF QUALITY**

**And**

**a Record Breaking Year.**


Mr John Macphail, Chairman of The Highland Distilleries Company plc, made the following comments on the preliminary figures, issued today:

"It is gratifying in this our Centenary year to be able to report that your Company achieved record breaking profits of £12.1m., an increase of 17% over last year's comparable figure. Turnover exclusive of home trade excise duty increased by 11% and operating profit increased by 14% with all sectors of the business contributing to the increase. Earnings per share increased by 23% to 6.4p per share. The lower tax rate of 35% has helped in this area although our industry still suffers an excessive tax burden because of the failure to recognise the inflation factor in stocks of scotch whisky."

THE FAMOUS GROUSE is increasingly recognised as a quality blend of Scotch whisky selling at the upper end of the market, and it enjoyed increased sales in both home and export markets. The brand continues to be market leader in Scotland and good growth is being seen in England and Wales particularly in the on-licence sector of these markets. Gross margins have been maintained despite the continuing intense competition that has prevailed during the year.

Overall in both home and export markets the brand is being strongly supported by advertising and related activities to ensure the long term development of the brand.

Subject to the vagaries of Governments worldwide, there is a feeling that prospects for the industry are better than they have been for some years."





## BUSINESS SUMMARY

## Theft claims rise to £208.5m at half-year

Theft claims cost insurance companies £208.5 million in the first six months of 1987, up 6.9 per cent on the same period last year, the Association of British Insurers said yesterday.

Commercial insurance claims were only slightly worse than in the first half of last year, showing an increase of 1.3 per cent to £53.4 million. Household insurance claims, however, rose by 8.5 per cent to more than £155 million. Mr Mike Jones, the ABI's chief executive, said that as long as losses continued to escalate at such a rate, the cost of insurance would continue to rise.

## Platou offer wins TRNR

Platou, the unlisted Norwegian investment company, has declared unconditional its bid for Touche Rossman Natural Resources Investment Trust. Platou initially held 28.83 per cent of TRNR and now has 52.7 per cent. Most of the 23.9 per cent acceptances were for the cash alternative worth 94 per cent of asset value.

## US purchase for Trafalgar

Trafalgar House has acquired the entire share capital of Capital Homes of the US for \$20 million (£11.87 million) cash. Capital Homes builds domestic housing and is a land developer for its own use and for sale to other builders. Capital recorded pretax profits of \$3.7 million in its last financial year to the end of February.

## Inchcape sells HQ

Inchcape, the international trading and motor distributing group, has sold its London head office for £22 million. The buyer is a development company owned jointly by ABC Properties, part of the Consolidated Gold Fields group, and Trafalgar House Development Holdings.

The building, in St Mary Axe in the City, has a book value of £6.8 million, although, like the rest of the group's properties worldwide, it will undergo its triennial revaluation this year, before completion of the sale on December 15. Inchcape, which plans to move into offices under construction in the West End, will continue to occupy the St Mary Axe building on a temporary lease at a rental of about £1.2 million a year.

## Braithwaite sells office

Braithwaite Group, the industrial holding group with interests in engineering, plant hire and air conditioning equipment, has sold its head office at Leatherhead, Surrey, for £1.48 million. The building stands in the books at £642,500. The company plans to move headquarters to smaller premises in London.

## Daiwa forms futures arm

Daiwa Europe yesterday announced the formation of a new financial futures and options department, making it the first Japanese securities house to offer a full brokerage service on the London International Financial Futures Exchange. The company will also maintain a substantial floor presence at Liffe.

## \$5m Charterhall buy

Mr Russell Goward's Charterhall has paid more than \$5 million (£3 million) for stakes in four North American oil plays. The four acquisitions, which will more than double Charterhall's North American reserves, will help the group's oil and gas division to turn last year's \$806,000 loss into a profit in 1987. More substantial benefits are expected in 1988, barring a fall in the oil price.

Two of the investments are in Louisiana, a third is in North Dakota and the fourth in Saskatchewan. Charterhall expects to add 1,600 million cubic metres of gas to its reserves. Mr Goward says the group has funds available for further acquisitions.

## Treasury reels from brain drain to City

By David Smith  
Economics Correspondent

The Treasury is watching the signs of a shake-out in City employment for reasons that go beyond its usual responsibilities.

For the Treasury, more than any other government department, has suffered a brain drain to the Square Mile which shows no sign of abating.

Many economists employed by securities dealers were taken on relatively recently from the Treasury.

They include Mr Stephen Bell and Mrs Evelyn Brodie of Morgan Grenfell, Mr Peter Spencer of Credit Suisse First Boston, Mr Chris Johns of Phillips & Drew, Mr Stephen Hannan of Country NatWest, Mr Neil Mackinnon of Nomura, Mr Gwyn Hache of James Capel, Mr Simon Briscoe of Greenwell-Montagu, and Mr Richard Boulton of Citicorp Scrimgeour-Vickers.

Some privatization experts have been snapped up by the merchant banks, most notably Mr Gerry Grimstone, who now works for Schroder Wagg.

The Treasury has lost its attractions, not least on the question of salary. It has advertised directly for economists in recent weeks, as part of a general Civil Service recruitment campaign for direct entry at principal level.

The difficulty is that the maximum salary offered for Grade 7 principal entry (typically someone aged at least 27) is £21,755. Some City firms offer starting salaries approaching this level for 21-



Sir Peter: offered sympathy to Treasury staff but little else when people reach their late 20s or early 30s.

Last month, about 100 members of the First Division Association of principal level civil servants in the Treasury met Sir Peter Middleton, Permanent Secretary to the Treasury, to discuss the losses.

Sir Peter offered sympathy but little else. Next year's pay rise will be above the rate of inflation but below average earnings growth, he said. He conceded the Treasury could not compete with the City.

Some of those at the meeting saw a bleak future. The Treasury, once home to some of the best economics talent in the country, would become a shadow of its former self.

The Government's cut-backs in the Civil Service have led to bottlenecks on promo-

## Artist records success

By Edward Townsend  
Industrial Correspondent

One of Britain's most "stubborn" artists has just completed a series of pictures for the Confederation of British Industry after being convinced of success stories worthy of his art.

Mr Ben Maile, who lives in Cornwall, was commissioned by the CBI to paint "Industry's latest world-beating success," a project not attempted since the Second World War.

A spokesman for the employer's organization said the key to Mr Maile's popularity was his professionalism and "his stubborn resistance to tackling any subject which he does not want to paint." But on accepting the job, he "changed" his original impression.

The result of Mr Maile's thousands of miles of travelling around Britain is "a dramatic presentation of the toil of British workers which should help to promote a better understanding of industry."

The pictures include the Port Talbot steel works of the British Steel Corporation, British Coal's "super pit" at Selby, North Yorkshire, a nuclear plant at Dounreay in Caithness, Scotland, and the Dinorwig hydro-electric power station inside a mountain in Snowdonia, Wales.

Also depicted are delivery of the mail by train and aeroplane.

The paintings will be on show at next month's CBI annual conference in Glasgow, Scotland, and will be published as a book of prints.

## APPOINTMENTS

## Gartmore names new chairman

Gartmore Investment Management: Mr Paul Myers, the chief executive, has been made chairman. Mr Peter Goldie, Mr Don Spiro and Mr Martyn Page join the board. Ms Jane Haxham, Mr David Stevenson and Mr Steven Murray join the board of Gartmore Fund Managers.

ED & F Man: Mr YJM Bonavero is appointed group managing director. Mr D becomes joint managing director, E.D. & F. Man (Coffee). Mr S Flak joins the board and becomes managing director, E.D. & F. Man (Financial). Mr SJ Nesbitt joins the board and becomes managing director, E.D. & F. Man International.

Mr JM Kinder and Mr F Lovell join the board. Mr Andrew Scott becomes managing director, E.D. & F. Man (Sugar). Mr Nils Vesterdal becomes a director.

Fulton Prebon Sterling: Mr Don Crossman, Mr Brian Day and Mr John Sparr have been appointed directors.

System Integrators: Mr David Page becomes director, European marketing.

TR Property Investment Trust: Mr Geoffrey Carter has agreed to join the board.

Weir Material Services: Dr Kevin Gradwell has been appointed managing director.

Pickfords Relocation Service: Mr Jonathan Tams becomes managing director.

Systems Designers Software Technology Centre: Mr Roger Gilbert has been appointed director, Ada development and Mr Elyse Wareham director, technology marketing.

Abbey Life Group: Mr



Paul Myers: becomes chairman of Gartmore. Robin Baillie and Professor John Constable join the board.

Abaco Investments: Mr Iain Burns has been appointed group finance director.

Alfred McAlpine: Mr Tony Scurr becomes deputy chief executive of Alfred McAlpine and chairman of Alfred McAlpine Minerals from October 31. Mr Ewan McAlpine joins the board of Alfred McAlpine and becomes managing director of Alfred McAlpine Minerals.

British & Commonwealth Holdings: Mr Rusty Ashman has been appointed group finance director.

Tilbury Construction: Mr Tony Davies becomes director and general manager, central building division.

Tootal Group: Mr George Hilton has been appointed director, China operations.

Allied Textile Companies: Mr Geoffrey Willshaw and Dr Derek Wood become directors.

## British footwear orders rise by 25%

By Derek Harris, Industrial Editor

The value of footwear orders received by British manufacturers has risen 25 per cent during the past summer compared with the same period last year.

A high proportion of the manufacturers are also anticipating further increases in output over the next four months because of improved order books.

This emerges from the latest quarterly survey of the footwear industry by the British Footwear Manufacturers Federation.

But the survey also shows that imports have made their biggest penetration yet of the British market.

In the first half of this year imports accounted for 67.5 per cent of the market by volume, just a little higher than in the last big imports surge in 1984.

On a value basis, imports represented a lesser share at 54.1 per cent which, while itself a record, reflected an ebb in some supplies of the more expensive leather footwear from abroad.

However, there was a large increase in low-price textile and plastic footwear from the Far East, Italy, which sells mainly leather footwear into Britain, landed 23 per cent less than during the same period last year.

Deliveries by British manufacturers to the retail trade during the first half of this year was \$8.5 million pairs, about the same as in the first six months of the two previous years.

The average value was down a little on last year

because of continued pressure on profit margins.

British exports were up 5 per cent in volume and 6 per cent in value.

The buoyant home market demand has meant the industry has not been able to take full advantage of expansion opportunities in Europe following sterling's decline against the European monetary system currencies, the federation said.

Retailing prospects in Britain are described in the survey as being "fairly favourable".

## Scrip issue from William Sinclair

William Sinclair Holdings, the USM-quoted plant breeder and seed specialist, is making a scrip issue on a one-for-five basis for the second year running. It is paying a final dividend of 5p, making 6.8p (5.12p, adjusted) for the year to June 30. In spite of turnover dropping from £24.18 million to £15.71 million, pretax profit rose from £1.15 million to £1.89 million. This year there is an extraordinary debit of £100,485 compared with a £1.47 million credit last time. Earnings per share reached 20.4p (11.9p adjusted).

CH Industrials, in a £1.1 million deal payable in cash, will be acquiring the assets and freehold premises of the Midlands-based Auto Springs from Warwick Engineering. At March 31, the net assets of Auto Springs were valued at £568,000. Its turnover in the current year is running at annualized rate of just above £1 million. Auto Springs is a leading manufacturer of precision wire coil springs, used widely in the automotive industry.

CH has also completed the acquisition of Gripperods International. The open offer of 23.2 million new ordinary shares at 167p each was 87.5 per cent taken up by existing holders: the remaining shares were placed with institutional investors. The purchase of DMI Holdings for an initial £2.1 million will be completed later this week; this High Wycombe-based company is a leading producer of components for office furniture manufacturers.

Walter Runciman

An interim dividend of 3p (2.5p) is being paid by Walter Runciman for the first half of this year. Turnover fell to £19.28 million (£22.73 million), but pretax profit rose to £1.32 million (£919,000). Earnings per share were 9.8p (6.7p).

£1.75m purchase

Booker, through its subsidiary, McConnell Salmon, has acquired Atlantic Sea Products for about £1.75 million in cash. Atlantic operates a hatchery and a marine site on the west coast of Lewis, Outer Hebrides. The company expects to harvest 140 tonnes of salmon in 1987, its first full year of production. It holds rights to two more marine sites in the area which provide the potential to increase salmon production to above 600 tonnes by 1990.

McConnell Salmon, whose headquarters are at Clydebank near Glasgow, is the second largest producer in Scotland. It will produce about 1,600 tonnes of salmon this year. Total production is planned to expand beyond 3,000 tonnes by 1990.

Profits up

Turnover of British Rayophane reached £32.78 million (£31.18 million) in the first half of this year while pretax profit rose to £1.05 million (£641,000). Profits are higher mainly due to improved results from cellulose

films and from the conversion companies as well as reduced interest charges, the board reports.

Takeovers agreed

The boards of Gaelic Resources and Anglo-Scandinavian Petroleum have agreed terms for Gaelic to acquire ASP in exchange for shares in Gaelic. ASP shareholders will be offered three, for every two ASP shares. The offer will be recommended by the board of ASP and its directors have undertaken to accept the offer in respect of 53.7 per cent of the capital. Gaelic has also agreed terms with Gaelic Oil, a subsidiary of Bula Resources, for the acquisition of Gaelic Oil in exchange for shares.

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## Ferguson Industrial Holdings PLC

INTERIM STATEMENT 1987

- Sales up 42%
- Trading Profit up 52%
- Profit before tax up 26%
- We continue to be excited about our plans for creating and developing a specialised group of companies concentrating on the 4 Ps.

Denis Vernon, Chairman

	6 months ended	6 months ended	Year ended
	31.8.87*	31.8.86*	28.2.87
	£000	£000	£000
Sales	64,246	45,284	89,957
Trading Profit	5,936	3,902	8,794
Profit before tax	5,055	4,008	9,491

\*Unaudited

For a copy of the interim statement and corporate brochure please contact Dept T.T, Ferguson Industrial Holdings PLC, Appleby Castle, Cumbria CA16 6XH

PRINTING, PACKAGING, PLASTICS & PUBLISHING







**The prices in this section refer to Friday's trading**

[illegible]

## FOREIGN EXCHANGES

STERLING SPOT AND FORWARD RATES				OTHER STERLING RATES		
Market rates for October 19						
Range	Close	1 month	3 month			
New York	1.8905-1.8980	1.8905-1.8910	0.27-0.28p	0.42-0.43p	Argentina austral*	5.9852-1.9213
London	2.1770-2.1775	2.1770-2.1775	0.00-0.01	0.00-0.01	Australia dollar	2.2521-2.2522
Frankfurt	3.3575-3.3580	3.3575-3.3582	20-15p	3p-34p	Bahrain dollar	0.6340-0.6360
Paris	12.1342-49	12.1342-49	20-15p	3p-34p	Brazil cruzeiro	7.70-19.18
Russia	11.6081-11.6081	11.6081-11.6081	10p-15p	3p-34p	Cyprus pound	0.7930-0.8000
Switzerland	1.1167-1.1168	1.1167-1.1177	10-12p	3p-34p	Finland mark	7.2250-7.2260
Stockholm	2.9308-2.9312	2.9308-2.9310	10-15p	3p-34p	French franc	2.00-2.00
Geneva	11.6081-11.6081	11.6081-11.6081	10-15p	3p-34p	Hong Kong dollar	13.1448-13.1544
Madrid	194.94-195.32	194.94-195.32	10-15p	3p-34p	India rupee	21.81-22.01
Amsterdam	2105.38-2105.52	2105.38-2105.52	10-15p	3p-34p	Indonesia rupiah	166.00-166.00
Oslo	10.9801-10.9801	10.9801-10.9801	10-15p	3p-34p	Malaysia dollar	4.2537-4.2540
Stockholm	9.8385-10.0126	9.8385-10.0126	10-15p	3p-34p	Mexico peso	26.50-27.40
Oslo	10.5442-10.5442	10.5442-10.5442	10-15p	3p-34p	Netherlands guilder	2.20-2.20
Stockholm	20.96-20.96	20.96-20.96	10-15p	3p-34p	Swiss franc	0.3000-0.3450
Stockholm	20.96-20.96	20.96-20.96	10-15p	3p-34p	Singapore dollar	8.5153-8.5173
Stockholm	20.96-20.96	20.96-20.96	10-15p	3p-34p	Taiwan dollar	2.00-2.00
Stockholm	20.96-20.96	20.96-20.96	10-15p	3p-34p	South Africa rand (cont)	3.3900-3.3940
Stockholm	20.96-20.96	20.96-20.96	10-15p	3p-34p	U.S.A. dollar	6.1750-6.2150
Stockholm	20.96-20.96	20.96-20.96	10-15p	3p-34p		

DOLLAR SPOT RATES					
England	1.5070-1.5100	Denmark	6.8175-6.8225	Italy	1282.0-1283.0
Hongkong	2.0840-2.0850	W Germany	1.1715-1.1725	Belgium (Com)	36.50-36.95
India	2.5200-2.5275	France	7.7500-7.7575	Italy (Fong)	7.7500-7.7575
Australia	0.7244-0.7249	Netherlands	1.9220-1.9530	Portugal	140.20-140.70
Canada	1.2950-1.2955	France	5.9525-5.9555	Spain	116.30-116.40
Sweden	6.2725-6.2775	Japan	141.18-141.28	Austria	12.45-12.47
Switzerland	6.5200-6.5250				

Rates supplied by Barclays Bank HOFEX and Ecist.

## INVESTMENT TRUSTS

[illegible]

## LONDON FINANCIAL FUTURES

	Open	High	Low	Close	Vol		Open	High	Low	Close	Vol
<b>Three Month Stereol</b>						<b>US Treasury Bond</b>					
Jan 97	90.40	90.40	90.35	90.37	12702	Dec 97	77.14	77.14	76.95	6772	43697
Feb 97	90.40	90.40	90.35	90.37	7204	Jan 98	77.14	77.14	76.95	7747	13489
Mar 97	90.40	90.40	90.35	90.37	159	Feb 98	NT	NT	76.70	76.68	0
Apr 97	90.40	90.40	90.35	90.37	159	Mar 98	NT	NT	76.70	76.68	0
May 97	90.40	90.40	90.35	90.37	159	Apr 98	NT	NT	76.70	76.68	0
Jun 97	90.40	90.40	90.35	90.37	159	May 98	NT	NT	76.70	76.68	0
Jul 97	90.40	90.40	90.35	90.37	159	Jun 98	NT	NT	76.70	76.68	0
Aug 97	90.40	90.40	90.35	90.37	159	Jul 98	NT	NT	76.70	76.68	0
Sep 97	90.40	90.40	90.35	90.37	159	Aug 98	NT	NT	76.70	76.68	0
Oct 97	90.40	90.40	90.35	90.37	159	Sep 98	NT	NT	76.70	76.68	0
Nov 97	90.40	90.40	90.35	90.37	159	Oct 98	NT	NT	76.70	76.68	0
Dec 97	90.40	90.40	90.35	90.37	159	Nov 98	NT	NT	76.70	76.68	0
Jan 98	90.40	90.40	90.35	90.37	159	Dec 98	NT	NT	76.70	76.68	0
Feb 98	90.40	90.40	90.35	90.37	159	Jan 99	NT	NT	76.70	76.68	0
Mar 98	90.40	90.40	90.35	90.37	159	Feb 99	NT	NT	76.70	76.68	0
Apr 98	90.40	90.40	90.35	90.37	159	Mar 99	NT	NT	76.70	76.68	0
May 98	90.40	90.40	90.35	90.37	159	Apr 99	NT	NT	76.70	76.68	0
Jun 98	90.40	90.40	90.35	90.37	159	May 99	NT	NT	76.70	76.68	0
Jul 98	90.40	90.40	90.35	90.37	159	Jun 99	NT	NT	76.70	76.68	0
Aug 98	90.40	90.40	90.35	90.37	159	Jul 99	NT	NT	76.70	76.68	0
Sep 98	90.40	90.40	90.35	90.37	159	Aug 99	NT	NT	76.70	76.68	0
Oct 98	90.40	90.40	90.35	90.37	159	Sep 99	NT	NT	76.70	76.68	0
Nov 98	90.40	90.40	90.35	90.37	159	Oct 99	NT	NT	76.70	76.68	0
Dec 98	90.40	90.40	90.35	90.37	159	Nov 99	NT	NT	76.70	76.68	0
Jan 99	90.40	90.40	90.35	90.37	159	Dec 99	NT	NT	76.70	76.68	0
Feb 99	90.40	90.40	90.35	90.37	159	Jan 00	NT	NT	76.70	76.68	0
Mar 99	90.40	90.40	90.35	90.37	159	Feb 00	NT	NT	76.70	76.68	0
Apr 99	90.40	90.40	90.35	90.37	159	Mar 00	NT	NT	76.70	76.68	0
May 99	90.40	90.40	90.35	90.37	159	Apr 00	NT	NT	76.70	76.68	0
Jun 99	90.40	90.40	90.35	90.37	159	May 00	NT	NT	76.70	76.68	0
Jul 99	90.40	90.40	90.35	90.37	159	Jun 00	NT	NT	76.70	76.68	0
Aug 99	90.40	90.40	90.35	90.37	159	Jul 00	NT	NT	76.70	76.68	0
Sep 99	90.40	90.40	90.35	90.37	159	Aug 00	NT	NT	76.70	76.68	0
Oct 99	90.40	90.40	90.35	90.37	159	Sep 00	NT	NT	76.70	76.68	0
Nov 99	90.40	90.40	90.35	90.37	159	Oct 00	NT	NT	76.70	76.68	0

The anticipation and then the reality of the US retaliation made Crude trading hectic. Brent reached a peak of \$19 profit taking Merc, pulled it down to near Friday's close. I firmed sharply, but sentiment remained very nervous.

Brent Price	\$19.10	+15	Nov	15
15 day Nov	19.20	+30	Dec	1
15 day Dec	19.20	+30	Jan	1
WTI Dec	20.30	+30	Feb	1
WTI Dec	20.30	+30	Mar	1
<b>PRODUCTS BUYER'S NOTE</b>				
Crude Oil	+15	+15	May	1
Crude Oil	+15	+15	Jun	1
Crude Oil	+15	+15	Jul	1
Crude Oil	+15	+15	Aug	1
Crude Oil	+15	+15	Sep	1
Crude Oil	+15	+15	Oct	1
Crude Oil	+15	+15	Nov	1
Crude Oil	+15	+15	Dec	1
Crude Oil	+15	+15	Jan	1
Crude Oil	+15	+15	Feb	1
Crude Oil	+15	+15	Mar	1
Crude Oil	+15	+15	Apr	1
Crude Oil	+15	+15	May	1
Crude Oil	+15	+15	Jun	1
Crude Oil	+15	+15	Jul	1
Crude Oil	+15	+15	Aug	1
Crude Oil	+15	+15	Sep	1
Crude Oil	+15	+15	Oct	1
Crude Oil	+15	+15	Nov	1
Crude Oil	+15	+15	Dec	1
Crude Oil	+15	+15	Jan	1
Crude Oil	+15	+15	Feb	1
Crude Oil	+15	+15	Mar	1
Crude Oil	+15	+15	Apr	1
Crude Oil	+15	+15	May	1
Crude Oil	+15	+15	Jun	1
Crude Oil	+15	+15	Jul	1
Crude Oil	+15	+15	Aug	1
Crude Oil	+15	+15	Sep	1
Crude Oil	+15	+15	Oct	1
Crude Oil	+15	+15	Nov	1
Crude Oil	+15	+15	Dec	1
Crude Oil	+15	+15	Jan	1
Crude Oil	+15	+15	Feb	1
Crude Oil	+15	+15	Mar	1
Crude Oil	+15	+15	Apr	1
Crude Oil	+15	+15	May	1
Crude Oil	+15	+15	Jun	1
Crude Oil	+15	+15	Jul	1
Crude Oil	+15	+15	Aug	1
Crude Oil	+15	+15	Sep	1
Crude Oil	+15	+15	Oct	1
Crude Oil	+15	+15	Nov	1
Crude Oil	+15	+15	Dec	1
Crude Oil	+15	+15	Jan	1
Crude Oil	+15	+15	Feb	1
Crude Oil	+15	+15	Mar	1
Crude Oil	+15	+15	Apr	1
Crude Oil	+15	+15	May	1
Crude Oil	+15	+15	Jun	1
Crude Oil	+15	+15	Jul	1
Crude Oil	+15	+15	Aug	1
Crude Oil	+15	+15	Sep	1
Crude Oil	+15	+15	Oct	1
Crude Oil	+15	+15	Nov	1
Crude Oil	+15	+15	Dec	1
Crude Oil	+15	+15	Jan	1
Crude Oil	+15	+15	Feb	1
Crude Oil	+15	+15	Mar	1
Crude Oil	+15	+15	Apr	1
Crude Oil	+15	+15	May	1
Crude Oil	+15	+15	Jun	1
Crude Oil	+15	+15	Jul	1
Crude Oil	+15	+15	Aug	1
Crude Oil	+15	+15	Sep	1
Crude Oil	+15	+15	Oct	1
Crude Oil	+15	+15	Nov	1
Crude Oil	+15	+15	Dec	1
Crude Oil	+15	+15	Jan	1
Crude Oil	+15	+15	Feb	1
Crude Oil	+15	+15	Mar	1
Crude Oil	+15	+15	Apr	1
Crude Oil	+15	+15	May	1
Crude Oil	+15	+15	Jun	1
Crude Oil	+15	+15	Jul	1
Crude Oil	+15	+15	Aug	1
Crude Oil	+15	+15	Sep	1
Crude Oil	+15	+15	Oct	1
Crude Oil	+15	+15	Nov	1
Crude Oil	+15	+15	Dec	1
Crude Oil	+15	+15	Jan	1
Crude Oil	+15	+15	Feb	1
Crude Oil	+15	+15	Mar	1

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# A platform for proper planning

Operational research began 50 years ago. What is its function and how does it help society? This report explains its workings



Behind time again? To help solve commuters' problems, operational research experts were called in. Such problems intrigue Professor Jonathan Rosenhead, inset, of a London School of Economics department that uses OR systems

**W**hy does the 7.05 from Manningtree to London's Liverpool Street station arrive late so often? The question is not just an Essex commuter's lament. In the hands of an opponent of public ownership of the railways, an answer that damned British Rail might be ammunition in favour of, say, privatizing the industry.

Equally, an answer that pointed towards BR having been prevented from investing in track and rolling stock or from charging Essex commuters the full cost of their congested journeys to London might be grist for those wanting more, not less, public-sector transport planning.

It was a question the Monopolies and Mergers Commission set itself to answer. When it published its report on BR's South-East network a few weeks ago, the answer, inevitably, turned out to be a mixed one. There has been under-investment. BR's management of some lines, particularly some of the Essex commuter lines has been bad, with problems such as unexplained staff absences.

The commission's report is weighty. However, it commands respect, whatever the purposes it might eventually be used for, because it represents the fruit of a rational exercise in which high intelligence was put to use.

Here was a problem in several parts, one of which is how, in general, to ensure efficiency in a monopoly provider of a public service. Another is the practical issue of how to run trains on heavily used lines to arrive on time.

To write such a report, the commission turned to a staff team able to analyse BR's engineering, financial and management performance. Among the team was a member of the Operational Research Society, someone able to bundle of skills that go under the OR

label. He was Maurice Shunter, chief industrial adviser at the Monopolies and Mergers Commission.

Professor Shunter, who teaches part-time at the London School of Economics, is a distinguished member of the society who over the years has played no small part in the development of operational research within the public sector and in debate within the community of those with OR skills about whether they are a profession, akin to accountants or architects, and as professionals whether they should codify their knowledge and control entry to their ranks.

In fact, Professor Shunter lost those arguments. OR is not a profession. Members of the Operational Research Society decided more than a decade ago that they did not want to close their ranks. This makes deciding what is and what is not OR difficult. But he, like all his practitioner colleagues, defines himself by the problems he solves. Influential Monopolies Commission reports in his case.

So long as OR produces the

cousins next door in information technology and management consultancy.

Professor Jonathan Rosenhead works in a department at the London School of Economics in which OR and information systems sit side by side. He says: "There's clear symbiosis. Things shade over, just as there is overlap with people in accountancy and statistics."

OR began life in Britain during the Second World War, less as the application of maths to military planning problems than the focusing of the minds of experts with a background in the hard sciences on the real-world problems of soldiers and sailors and civilian strategists.

One of British science's most distinguished generalists - that which produced Blackett, Bernal, Zuckerman and Watson-Watt - threw themselves into the war effort.

Professor Rosenhead describes it: "Sometimes the pay-offs of OR were the result of careful analysis; sometimes there were spin-offs simply from exposing the conduct of military affairs to acute and relatively detached observers. Thus a study of the best fire-setting for depth charges also produced a recommendation that the aircraft dropping them should be camouflaged underneath to reduce visibility from surface craft when over the sea."

"In a study of the operation of an artillery battery the operational researcher (later to be a physics Nobel laureate) noted one member of the battery standing to attention throughout the firing cycle. On inquiry, his role proved to be a hangover from the days before artillery was motorized; he was the one who held the horses!"

Professor Rosenhead again emphasizes that OR is as much about the people who do the analysing and praising as the maths and stats

they have under their belts. "The success of OR was based on the novel concept of applying aspects of the scientific method - observation, quantification, hypothesis formation, validation - outside the laboratory to real-world problems. But it was also heavily dependent on the close rapport which developed between OR workers and the service personnel they were trying to help."

Nevertheless, OR's career in the postwar world was marked for many years by its association with science. OR's "image" had to do with the algebra and graphs of its tools; it was a half-brother of the computer revolution.

What OR achieved during the 1950s and 1960s in basic industries such as steel and coal, then in manufacturing, was to bring into British business a new type of scientific brain. The result, in areas such as stock control and production methods, has been clear-cut, "critical path analysis", a standard OR technique for ordering the sequence of decisions needed if a manager is to get to his goal, is now com-

monplace in the construction industry.

Operational researchers have had to change, to come out of their back rooms and shed the technical image. Instead of waiting for senior managers to come to them

**Better flows of information**

with problems for which there might be some elegant paper solution, OR people have had to sit down with the managers jointly to identify the problems.

In several sectors, in finance and the public sector, OR has become a species of management consultancy; what Professor Rosenhead calls the "potential of OR as a way to help decision-makers structure problems rather than as a way of solving problems".

OR groups, or individuals working within management-consultancy teams, may use intensive computer modelling or brain-storming sessions. They borrow and exchange

with economists as, for example, in the development by British Coal of a world model of trade in coal and its future - a model used in the calculations before the Sizewell B public inquiry.

The new eclectic wave in OR is symbolized by a company such as Metapris. It says exposure of OR at board level "has been limited and awareness of its benefits among company directors had been low". Metapris sells firms the idea that their directors need better flows of information about what is happening within their companies.

Its executive information system is a software package giving directors instant access to databases containing a variety of company information. The database is linked to boardroom display devices via a personal computer and the idea is that pie charts and diagrams can easily be flashed up. Part of the package is the promise of better short-term forecasting using OR techniques such as "exponential smoothing".

Metapris's David Preedy,

a Cambridge maths graduate, is a model of the new generation of OR people whose ambition has been to bridge the gap between statistics and mathematical techniques, and financial and management reporting.

He says: "We are holding the middle ground of OR, behavioural theory and ergonomics to give senior managers true control of their business." (Metapris clients include Mars, Tarmac, Lloyds Bank, Hanson Trust, and Whitbread).

At the centre of debate about what OR is and where it is heading is the Operational Research Society, founded in 1953 - its forerunner, the OR Club, was established five years previously. It publishes a lively newsletter and a sober, learned journal. Its 3,000 members include both practitioners and academics, the latter spread through Warwick, Imperial College, Strathclyde, Lancaster, Salford and other institutions.

OR in academe, Professor Rosenhead says, has never been stronger: there has been a

generational change-over recently among professors in the subject. The new breed are, like Dr Preedy, not in a uniform mould.

Insofar as OR is about the reduction of uncertainty in corporate environments - planning, that is - it does not look as if the spirit of a risk-taking anti-planning age would smile kindly on it.

There is something faintly paradoxical about the OR technique called linear programming being used enthusiastically by the central planners in the Kremlin overseeing a command economy and its appearance in OR packages in capitalist boardrooms. Convergence theory is out of fashion these days.

OR people are, moreover, conscious of their distance from the fashionable small-business sector and efforts are being made to make OR techniques more available both to those in small enterprises. And to community groups; Professor Rosenhead says that OR is not a morally neutral activity.

David Walker

## The Thames Water A to Z of Integrated River Basin Management

 ANGLING	 BIRDWATCHING	 CONSERVATION	 DISTRIBUTION TO CUSTOMERS	 ENGINEERING	 FISHERIES
 GROWTH IN DEMAND	 HYDROLOGY	 INTERNATIONAL CONSULTANCY	 JOINT BUSINESS VENTURES	 KING GEORGE V RESERVOIR	 LAND DRAINAGE
 MONITORING STANDARDS	 NAVIGATION	 OXYGENATING WATER	 PIPEWORK SERVICES	 QUALITY CONTROL	 RING MAIN FOR LONDON
 SEWAGE TREATMENT	 TELEMETRY	 UNDERGROUND ASSETS	 VISITORS CENTRE AT THE THAMES BARRIER	 WATER TREATMENT NOT FORGETTING XYZ	

At Thames Water we believe there is more to managing a River Basin than just providing a water supply. It's by taking a comprehensive approach that we ensure we balance all the conflicting demands on the river.

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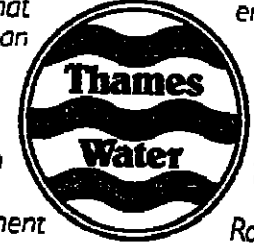
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Integrated River Basin Management

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## OPERATIONAL RESEARCH/2

## FOCUS

## The brains behind the bank's back room

The next time the postman delivers his daily quota of junk mail, look more closely at the offer from the bank/credit card company to lend you money: those carefully designed questions about status, income and property, their sequence and extent, writes David Walker.

Here is a practical example of the operational researcher at work. For it is highly likely that the questionnaire's design and the way in which its data are processed owe much to the art of the OR specialist who has now become a common figure (albeit in the back room) of the major banking and finance houses.

Customers' preferences are only one, and by no means the premier, term in the equations OR specialists in banking have been working on. For example, they have examined the queuing in branches for access to tellers. Regimented standing in a line is, in some banks, being replaced by a more open and flexible kind of

personal banking in which, no paradox, machines are going to play a bigger role.

In retrospect, banking with its huge volume of transactions and its numerical basis may appear to have been perfect territory for the application of OR. Yet it was only recently that British banking was converted, and that happened through the success OR achieved within a single bank.

It was in the mid-1960s that a progressive banker within the National Provincial (now merged into the National Westminster) linked up with an academic OR man, Profes-

## Big institutions were modernizing

sor Sam Eilon of Imperial College, London, in experimenting with techniques which, though they had a track record in the manufacturing industry, were largely unknown in Britain's financial sector.

Professor Eilon, an Israeli

engineer who moved into management sciences, was asked to set up a three-strong OR team in the bank; a team that has now grown to 30.

OR, he explains, was a way of analysing the problems of a big firm using, where possible, mathematical and quantitative techniques to provide advice to senior managers in order to improve the effectiveness of their operations.

The 1960s were a decade in which all the big institutions were modernizing; computers were being introduced; OR and its promise of precision and certitude went with the spirit of the age.

The National Provincial bank's embryonic OR group leapt into the fray. It comprised — according to Phil Wise and Rick Whiteman, current and past managers of the NatWest OR group — "pushy and rather abrasive young men selling their mathematical expertise in a conservative and slow-moving institution".

What they had to sell found customers, and as it did they themselves changed from technical wizards into something more akin to in-house management consultants.

Over the years, the OR group, now older and wiser, has had a role in the deployment by the bank of cash dispensers, in calculating how much money they need to hold and where dispensers should be located; in assessing mortgage potential; in counting how much money the NatWest's 3,200 banks should hold in cash to ensure tellers have enough on hand.

Despite computerization, NatWest spends up to £100 million a year on stationery: the OR group has estimated how many depots are needed to store it.

In principle, OR techniques can be applied in any big organization. Professor Eilon makes the point that they are used extensively in the centrally-planned economy of the Soviet Union as in the corporations of the United States. And yet the success of such techniques as linear

programming and critical path analysis depends less on their mathematical validity than on people — the "culture" of the organization within which they are put to use.

Professor Eilon has played a unique role in NatWest, which then acted as a model for the other banks; that makes generalization difficult.

OR has been, he says, a way of introducing into the big banks a different set of brains, people whose training (in maths and science) had helped them develop a probing mind but who were not afraid of the ultimate test within a commercial concern: does it add to profitability?

OR, he implies, should not be so technical that it stops being intelligible to general managers. A welcome development, he says, has been the movement of people from the bank's OR group into other jobs — one has become manager of the NatWest's prestigious Piccadilly branch.

In an article for the *Journal of the Operational Research Society*, Mr Whiteman and Mr Wise made this point: the

## An image that is changing

success of any OR group depends on where they fit into the management structure, the attitude of "lay" managers to what OR can offer, and its ability to adopt the corporate culture.

What this means is shedding the "boffin" image and stealing some of the management consultant's clothes.

Speaking of the experience of OR within the NatWest, they concluded: "The image initially was a narrow technical one. This is the image of OR with which managers everywhere still seem to start [but] the image of the OR group gradually changed at NatWest to a broader, non-technical role."

"The history of the OR group at NatWest suggests that the technical image is dangerous and strongly inhibits development."



Professor Pengilly: Project had worldwide application

## Professor who saved £250,000

Wide-ranging in application as it is, operational research has so many valuable applications in commerce as in finance, industry or government. Examples which can be cited, however, are few.

For their value in competitive markets can be considerable. Companies which have made or saved money as a result of OR projects consider these among their most important commercial secrets.

Professor Peter Pengilly, visiting professor in management science at the University of Newcastle and formerly in charge of OR at Procter and Gamble — having come into the field after working in chemical engineering and management and not taking his OR master's degree until the relatively late age of 38 — said his last project for the company saved £250,000 in Britain alone and had worldwide application. When he retired from Procter and Gamble he undertook not to reveal its nature.

Fortunately, he is able to describe another of his then company's OR projects to illustrate how its techniques may be applied in the commercial field.

It concerned an edible fat sold to the bakery trade. Because the patent was due to expire, the company needed to widen the market for the product and 50 salesmen were assigned to this. "But we did not know which products to sell, what the prices should be, which part of the market to sell in. Nor did we know how to ensure that the sales force explored all the outlets, and

not go chiefly for the easiest targets," he recalls.

"And as there are no comprehensive listings of catering establishments — cafes, canteens, fish and chips shops — we knew little about the potential market. We had no steer whatever, and there was no time for market research."

To decide on their approach to the problem, Professor Pengilly set up a management "game" in which company sales and marketing executives "played" against the competition.

A model was devised, employing a form divided into nine squares and on it plotting putative premium, average and cut prices respectively for the Procter and Gamble product against the most likely responses from competitors, and then assessing the possibilities that emerged.

From this exercise, it proved possible to decide on the mix of products to sell, their prices and the markets to target. And a forecast of £250,000 a year (in 1987 terms) increased profits also became a reality.

This proved remarkably accurate. After only six months, a little fine tuning of the system was all that was needed to get good results.

"This case was particularly interesting," says Professor Pengilly, "because 90 per cent of the data was 'soft', out of people's heads. They thought up the number involved and the probable volumes they could sell. The only solid data they had was the amount of profit expected."

David Loshak

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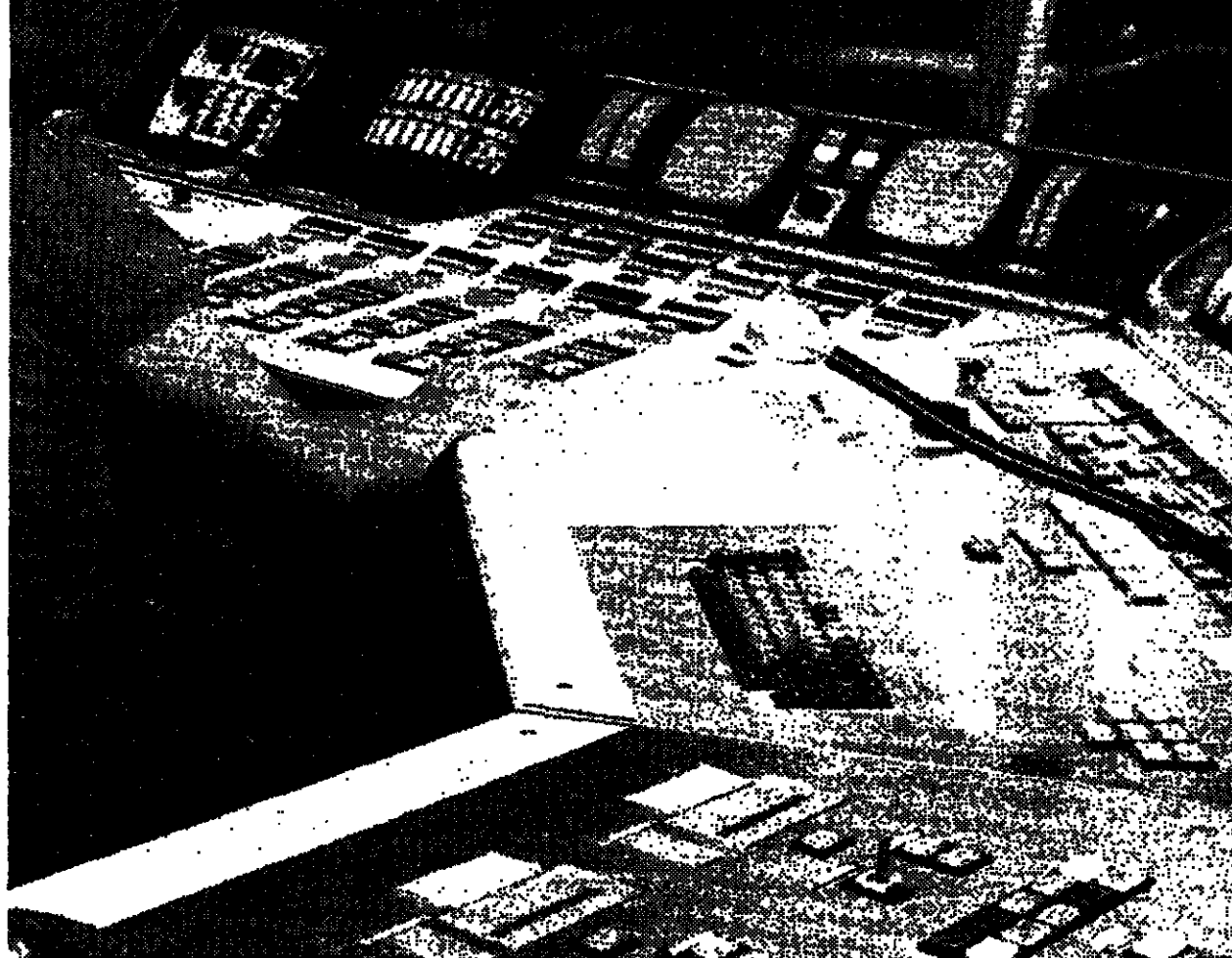
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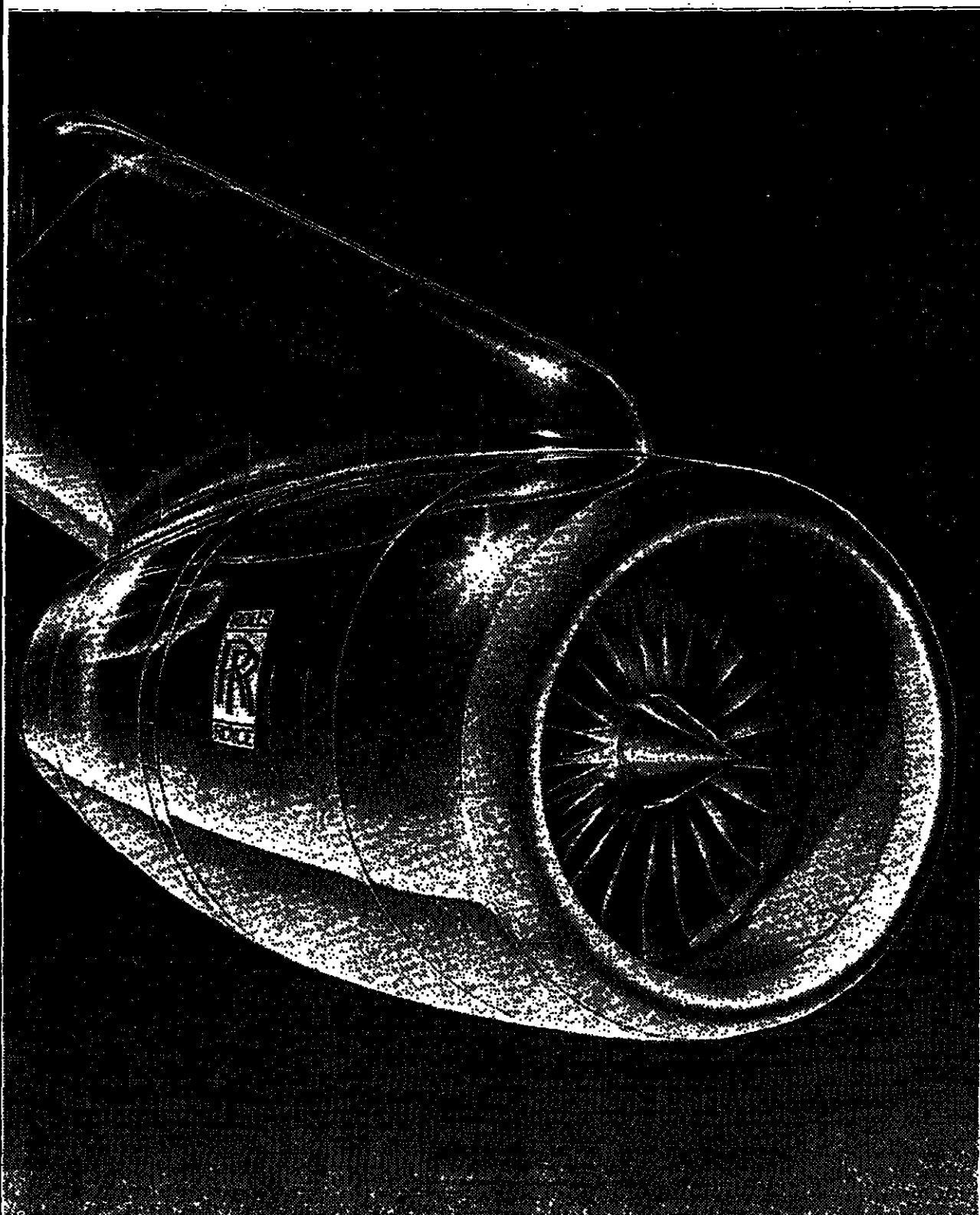
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## FOCUS

OPERATIONAL  
RESEARCH/3

## Career for decision-makers

The bright young graduate who embarks on a career in operational research is not only likely to have high expectations but has ample and varied opportunities to fulfil them, writes David Loshak.

As the wartime pioneers of the discipline discovered, it is work which is intellectually stimulating, even if it does require painstaking attention to detail.

Because it goes to the heart of decision-making in industry and business, in government and the community, and because its practitioners come from different backgrounds with a variety of skills and experience, OR work allows the individual to develop in all kinds of directions. It is often a route to the most senior positions in management.

For those with an academic bent, the opportunities are also good. There is considerable interchange between the universities and polytechnics, industry and commerce. More than in most fields, operational researchers

## A good degree is not everything

in academe have their feet on the ground, says Dr John Ranyard, president-elect of the Operational Research Society.

Professor Robert Dyson, of the School of Industrial and Business Studies at the University of Warwick and chairman of the Operational Research Society's education committee, notes that though there is high demand for OR graduates, both in industry and the Civil Service, and the career path therefore excellent, some OR groups expect recruits to have a master's degree in OR in addition to a good first degree.

But academic qualifications are not everything. Dr Ranyard, a regional manager in British Coal's OR group, also looks for special qualities.

The operational researcher needs to approach problems at a strategic level: he must become more familiar with various sides of an organiza-

tion than an accountant, say, or a production engineer, would normally do.

Soft is not uncommon to find operational researchers in their late twenties or early thirties moving into such branches of management as finance, marketing, purchasing, supply and general management. Promotion to senior level often follows. At British Coal, for instance, the head of finance, the director of provisioning and the deputy director for information technology all have an OR background.

As Dr Valerie Belton, lecturer in management science at the University of Kent, explains: "OR involves multiple criteria decision-making, where many factors, including unquantifiable ones, need to be assessed, to determine priorities."

In a company's research and development area, for instance, there might be a number of projects which could well be undertaken, but you have to pick those with most potential."

Few disciplines require such breadth, or depth, of familiarity with a company's activities. By virtue of acquiring it, therefore, OR workers are "naturals" for posts which carry major managerial responsibilities, though a satisfying long-term career in OR is also available.

"Your future will be very much of your own making," says the Operational Research Society's *Guide to Education and Employment Opportunities*, for those intending to make their career in this field.

Entrants can expect to start as junior members of the kind of small project team which is typical of those which undertake OR jobs. But even at that early stage, it would be unusual if they did not have some say in the development of the project. Then it is up to them. Within a few years, they could expect to be leading OR teams and some could be managers of OR departments.

Because OR does not commit its practitioners to one organization, they have unusual freedom to move around. Many have no ties in their early years and often gain experience in different parts of the world. Many

organizations have interests which call for OR work well beyond the confines of the office.

"It comes as quite a shock to some managers to find that I'm not a 50-year-old dragon," says Maureen Allen, OR section leader (market, advertising and promotion) in a chemical company. She is 27. They get over it quite quickly and my section often gets a number of successive projects from the same division."

Maureen Allen took a master's degree in OR after graduating in economics. She joined a big OR group which was carrying out studies on production and marketing of its company's products, as

## Following a different path

well as investigating investment in new factories. She spent two years working on the assessment of advertising effectiveness before taking a major role in a marketing project, later becoming OR section leader in charge of projects for individual brand managers and for head office.

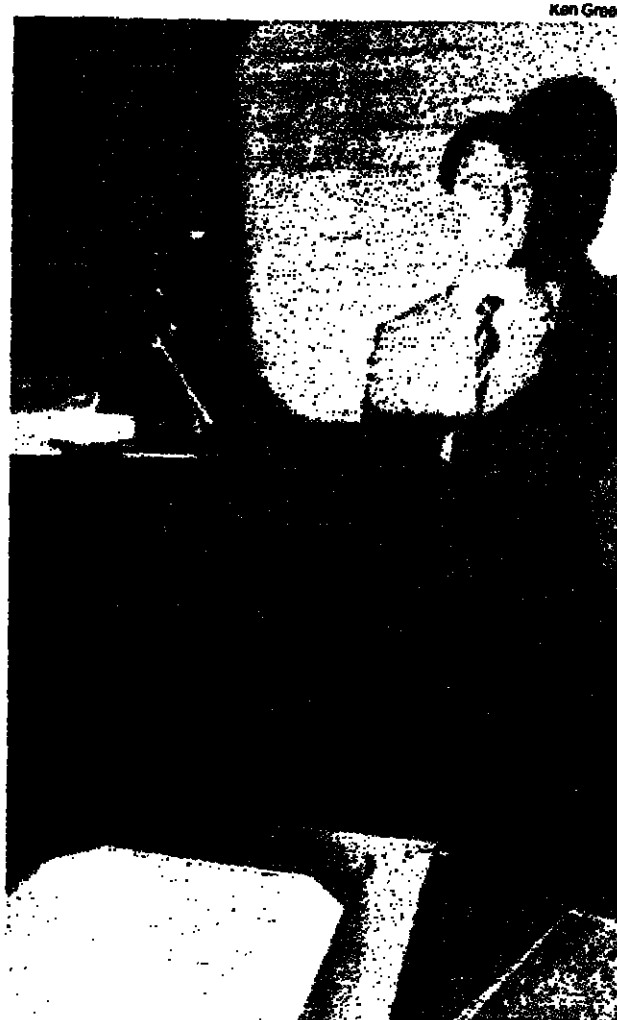
A different career path has been followed by James Gale,

who graduated in physics and is a corporate planner with a local authority. Now 33, he started with a regional hospital authority where OR was being used to help design a new hospital (including the size and layout of wards), to plan and schedule hospital transport, and to improve waiting times in the out-patients' department.

When he was 26, Mr Gale moved into consultancy to work on a variety of transport projects, including setting up a container-ship service and planning a transport system in a South American country. Back in Britain, he received his present appointment, aged only 31.

"I see corporate planning as OR carried out at the policy level," he says. "A local authority has to relate the activities of different departments and make practical decisions based on the best information available at the time."

Clearly that operational research, which now has 300 throughout Britain and employs people with an OR background in planning, production, marketing, computing, statistics, distribution, economics and other fields, offers career opportunities of variety and quality.



Professor Robert Dyson, chairman of the Operational Research Society's education committee. There is a high demand for OR graduates



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# OPERATIONAL RESEARCH/4

# FOCUS

Civil Service specialists whose work is beyond the grasp of the average British politician

There has been a buzz recently along the corridors of the mammoth Department of Health and Social Security at its outpost on the Elephant and Castle roundabout in south-east London. Who is going to move, writes David Walker.

The DHSS ministers are fed up with their incarceration in a part of London that lacks class though it may be home to many clients of the social security system they administer, and they have long been pressing for a move to more civilised premises.

But there is no way the Treasury is going to relocate the entire army of bureaucrats in health administration or social security, so the question is: Who is going to move, along with the ministers?

Civil Servants, connoisseurs of status, are agog to find out who else will move to the new DHSS head office in the

## The task force with a grip on government

plush surroundings of Richmond Terrace.

That, in fact, should read: some DHSS Civil Servants. For the department has offices all over the capital. We often think of Whitehall as that cosy cluster of stone-faced buildings across Parliament Square from the Palace of Westminster, but Whitehall, meaning the London offices of the civil services, also embraces a motley collection of departmental sub-offices.

The DHSS has several. One is at the top of Great Titchfield Street, a barrack-

like block, sparse and utilitarian in a way that typifies the Property Services Agency.

One imagines its denizens to have resigned themselves to it for life; no hope there about moving to offices overlooking St James's Park nor of ever having much to do with the politicians who sit at the top of the pyramid. It has pokey lifts and the metal chairs could have come out of the 1940s.

The DHSS's operational research team is located there, headed by Dr Andrew Holt, who is also chairman of the inter-departmental committee

for OR within Whitehall.

The impression is inescapably that here is a down-the-line activity, to do with numbers and management, which is rarely going to come to the attention of ministers and permanent secretaries.

Out of the way, marginal — those are the descriptions that spring to mind about the DHSS offices. Is this the right way of describing OR within government — a fringe activity carried out by specialists far from the glamour and excitement of Parliament, policy and politics?

The answer is, inevitably, yes, and no. OR is a service function. It is a body of techniques which because many of them require fairly sophisticated mathematical and statistical skills are beyond the grasp of the average British politician (or permanent secretary).

Many OR projects have to do with making the machinery of government work better. Given the traditional attitude of ministers towards the management of their departments — they find politics more interesting than administration — it follows that OR should be beneath their ken.

Within the so-called home departments, i.e. outside defence, OR is a step-child of two parents. One is the advent of computers, and the consequent need for a new cadre of specialists not only to work them but to show administrators how they could be used in government. The other was the effort made in the late 1960s to modernize Whitehall by introducing social science and managerial disciplines from outside.

When Civil Service reform was in the air in the late 1960s and early 1970s, OR was pushed. The Civil Service Department, formed as a result of the Fulton Committee's recommendations for more effective organization of Whitehall, acted as a missionary on behalf of OR in the departments.

Many of the civil departments formed little groups of OR specialists as a result of that central push. But during the 1970s interest in government machinery slackened. OR's fortunes in the 1980s have been directly related to the enthusiasm of Mrs Thatcher's Government for cutting Civil Service numbers (or, more politely put, enhancing public sector efficiency).

There is a real sense that during the past six or seven years OR has at last come into its own within Whitehall. OR, along with other management techniques that hold the promise of greater efficiency in the way the Civil Service

### Adopting methods of private sector

works and of raising the productivity of officials, has found its way nearer to the heart of the politicians who, while rarely interested in the detail, are much exercised by the bottom line showing officials in post.

This has been the decade of the Financial Management Initiative (FMI), a high-profile if diffuse campaign led by Mrs Thatcher to introduce or reinforce within the permanent bureaucracy managerial methods well known in private sector firms.

Projects have looked at how the Civil Service purchases its supplies; whether officials are trained for managing as opposed to advising their ministers; whether senior officials actually know enough about what their subordinates are doing to make informed judgments about how many of them they need to employ.

In this atmosphere, experts in numbers and organizations have found their place in the

sun. Dr Holt, of the DHSS, estimates that number of OR specialists in Whitehall has risen by between 10 and 15 per cent during the 1980s.

In the Treasury there is a team of OR specialists linking the cost of public services with output, meaning not just the amount but the quality of services.

The word to conjure with here is Performance Indicator: Are social security clerks, tax inspectors, driving licence checkers performing at maximum efficiency?

The OR team in the DHSS has collaborated — the search after the grail of better performance involves people from a range of disciplines — on measuring the efficiency of the district and regional health authorities through such indices as patient throughput, bed-stay, numbers of operations per sister.

NHS patients whisked out of the ward and sent home before their stitches are healed might in a dark moment wonder whether an OR specialist has had a hand in their fate.

OR work among the taxmen is a sensitive subject for fear the mistaken idea should get abroad that Revenue inspectors are graded or measured

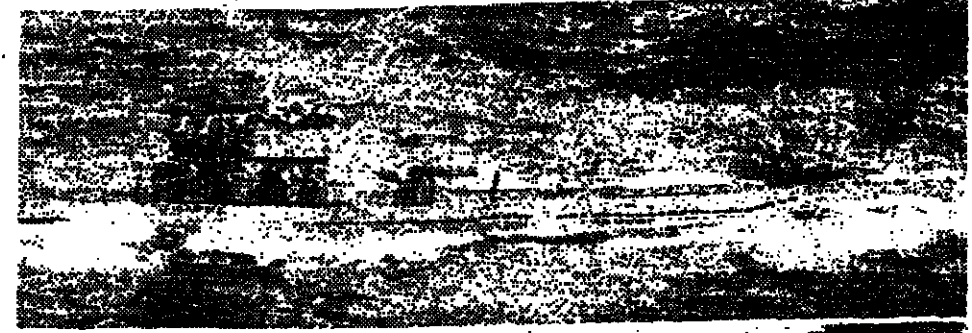
### VAT now gathers £20 million more

according to the amount of money they bring in — a thought to get the anti-tax lobbies excited.

And yet apparently neutral exercises in efficiency have a habit of becoming politically charged. Take for example the work of the OR group within HM Customs and Excise.

VAT inspectors now visit according to formulae that assess the risk that a businessman will under-declare his turnover and resulting tax.

An estimated £20 million extra in VAT is being brought in during the current financial year as a result, though it must be wondered whether the small businessmen affected will reckon that Mrs Thatcher's thirst for efficiency in government is not fully compatible with their freedom to operate as entrepreneurs in a market environment.



The U-boat menace was defeated partly by the use of OR, as applied by Professor P. M. S. Blackett of Manchester University, right

## Defeating the U-boats by numbers

It was in the hour of our greatest need, the early years of the Second World War, that rudimentary operational research first came into being in Britain, and played no small role in preserving the country from overthrow by Hitler.

Operations research was then, and for some of its practitioners still is, basically about the application to the problems of organizations of the scientific method... A clear and analytically trained mind brought to bear afresh on practical problems.

The story has often been told, though OR people are fond of hearing it retold, of how first the Army then the Air Force then the Navy became aware of the benefits to their efficient operations of bringing in trained scientists not just to assist with the new sophisticated equipment of warfare but to appraise their very battle orders.

Thus P. M. S. Blackett of Manchester University won the hearts of the War, despite the heresy of setting physicists, mathematicians and other theoreticians to work on a practical task, he helped co-ordinate gun-site radar to improve range-finding against incoming German bombers. The gospel spread through the services.

A classic case study, still used in teaching OR, was the work of RAF Coastal Command to improve the protection that could be offered naval vessels against German marauders. In the words of the textbook, "the approach was to measure what was actually happening rather than to accept current opinion" and to apply logical and quantitative analysis to the situation in the light of the information gathered.

The problem, a pure intellectual exercise the solution of which might save the lives of British merchant seamen, had various elements: the area of the North Atlantic sea lanes; the number and endurance of RAF planes operating from British bases; weather; the transit routes of U-Boats to and from their patrols (which involved a concentration as they passed through the Bay of Biscay); limits to the time U-Boats had to spend on the surface; the U-Boats' use of radio to coordinate their attacks on convoys (allowing British intercepts); the vigilance of British radar operators in identifying surface manoeuvres by German submarines; and accurate placing of depth charges when they were attacked.

It would be going too far to say that the



mathematical techniques of OR produced some infallible equation for the Navy and Coastal Command. The fact is, nonetheless, that after the application of OR techniques there was a fairly steady increase in the numbers of submarines destroyed and a similar decrease in the number of merchant ships sunk.

The contribution made by OR lodged in the minds of military planners and their civilian administrators when the war ended. The OR units within the Ministry of Defence have become a respected, perhaps a vital element in defence planning.

The official accounts say, "the demands for analysis always exceed the resources available". (In MOD-speak, OR is called Operational Analysis since the acronym OR had been pre-empted by the phrase "operational requirements").

Without a war to analyse, OR in peace time has become in part a business of constructing hypothetical conditions for combat and the

### Further questions in anti-armour field

behaviour of men and materials in imaginary battle conditions.

Analysts have, for example, produced a detailed model of combat in which the action of individual soldiers is appraised.

An analyst from the MOD Defence Operational Analysis Establishment in Surrey has been looking at the reduced effectiveness of infantryman in defensive positions in combat. His analysis (in the *Journal of the Operational Research Society*) supports work done in war time showing many soldiers engage in unaimed fire from a safe position, so reducing the effectiveness of the defence.

An MOD spokesman gave as a further example of OR Project Foresight, a comparison of the effectiveness of different weapons in future battles in Europe against armour plating on tanks. An OR team has examined the effectiveness of tank battling against tank multiple-launch rocket systems; attack helicopters and anti-tank guided missiles.

He said: "The results of the study are being used to assist procurement decisions on such weapon systems and the study has led to further questions in the anti-armour field."

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مكتبة الامم



## FOCUS

OPERATIONAL  
RESEARCH/5The pattern of study  
for the right degree

There is no "best" type of education for operational research, says Professor Robert Dyson, chairman of the OR Society's education committee. The variety of OR work is reflected in the background of those who work in it, writes David Loshak.

But certain subject areas are, of course, more suitable than others. OR is far more than just an application of mathematics, but it is hardly possible to practice OR without an ability to think quantitatively, and although some have entered OR after studying arts subjects, they have found life harder at first than those who took A-levels in maths, statistics, economics and science subjects.

At university level, more recent entrants to OR have graduated in maths and statistics than in any other discipline.

There are, however, others who are graduates in physical science, engineering, economics and business studies; some degrees in these subjects have options or core courses in OR.

Undergraduate courses in OR itself are a more recent innovation. The titles of these courses vary between different

universities, colleges and polytechnics, being styled management science, business administration, computing with OR or mathematics with OR.

After graduating with a first degree, many students going into OR study for further qualifications, usually a master's degree in OR. The Science and Engineering Research Council supports OR MSc courses at seven universities.

Those who go straight into OR work are often expected to study for a specialist qualification.

This is a useful route, as work experience can help the student gain more from post

graduate study than undertaking it immediately graduating.

The usual pattern for postgraduate study in OR is two or three terms of lectures, tutorials and case studies followed by a practical project during the summer. Some institutions offer part-time courses, either in blocks of several weeks spaced over two or three years, or by day release. The qualifications that can be obtained include mas-

ter's degrees, doctorates and diplomas.

The OR Society itself, unlike other professional societies, has decided against outlining any preferred method of education for OR workers, and is especially against setting its own examinations. Said Professor Dyson: "The major factors in this decision were that OR is a rapidly developing subject, so the educational pattern must also change rapidly."

The effect of this is to allow colleges and universities more scope to emphasize different aspects of OR in their degrees and to widen the range of careers open to students.

Much OR research is applied rather than "pure", seeking to enhance the range of OR applications, said Tony Christy, professor of OR at Salford University. This calls multi-disciplinary research with specialists in other fields and can lead to better understanding of, and thus improvements in, industrial, commercial or administrative efficiency.

In most universities and many polytechnics, groups of academics are undertaking research in aspects of OR as part of their work. These include research in "soft" systems, which are designed to tackle problems that may not be amenable to standard mathematical techniques or where there may be competing objectives which are difficult to quantify, which have multiple sources of uncertainty or which require subjective judgement as well as objective assessment.

According to Colin Eden, professor of OR at Strathclyde University, these are all aimed at helping management and decision-making and have allowed operational researchers to make a significant contribution to the management of major strategic issues.

He added: "They are examining ways of helping managers and others to formulate and solve problems, structuring their approach and going through a formal model, perhaps using visual interactive simulation."

A typical current research project is seeking to compare the effectiveness of government and service organizations, particularly the relative efficiencies of offices with different mixes of resources performing similar tasks.

Units in government, local authorities and private sector organizations such as banks, building societies or retail chains, fast food outlets for instance, often find it difficult to determine how efficient individual units are compared with others in the organization. That is because their individual inputs - the staff they employ, the equipment they use, the costs they incur - vary widely. There are also

likely to be different levels of output; a local authority rates department, for example, might find that it has to summons more people in some neighbourhoods than others.

Or, to take another typical case, a building society will find that environmental factors make it easier to sell mortgages in one part of a city than another. It can therefore be difficult to pinpoint where any inefficiencies are.

Operational research techniques can make it easier to compare unlike with unlike in such situations and thus come to an objective assessment of different units' efficiency.

The Government's Audit Commission is among the bodies which are particularly interested in developing these methods.

Professor Dyson said: "OR can help people identify where the inefficiencies are. Units can then be set targets or be shown where to pick up good practice. It is, admittedly, an ill-defined and unstructured problem area for which we are trying to develop quantitative tools."

Once environmental factors and the resources required are taken into account, as well as costs and revenue, precise measurements of efficiency become possible.

Great benefit of  
expert systems

One approach that has a big impact in industry is visual interactive simulation, pioneered in Britain. This gives a VDU picture of the system, perhaps a production line or a conveyor system, that is being modelled. Another approach is to try to encompass the knowledge of an expert within a computer system.

Dr John Ranyard, president-elect of the OR Society said: "In medicine, it can help auxiliaries in third-world countries to diagnose disease. In a manufacturing concern, it can help diagnose faults in complex machinery: this requires skilled craftsmen to put it right but expert systems enable the less skilled people to do it."

The complex system of health-service administration can benefit greatly from expert systems, explained Terry Goleworthy, of Intelligent Environments. There are 192 district and 14 regional health authorities, and all submit thousands of returns concerning their performance.

It used to take an OR team several weeks to analyse the mass of data available, Mr Goleworthy says. But a computerized expert system, embodying the OR team's judgement, allows the routine analysis to be done much more quickly and thoroughly. The authorities can then make their own analyses.



John Hough, OR manager for Rolls-Royce: Work being done in OR is of great importance

## Manufacturers missing out

David Loshak looks at the multiple applications and value of OR for industry

The value of operational research in industry is immense and its uses legion. There is hardly an aspect of manufacturing, production, natural resources, energy or transport which has not benefited, or could not benefit.

OR projects are being applied in fields as varied as aerospace, automobiles, brewing, steel production, telecommunications, shipping, water supply, rail transport, bread production, confectionary manufacture, information systems, coal mining, gas and electricity production.

John Hough, OR manager for Rolls-Royce and editor of the OR Society's Journal, said: "It would be difficult to think of any company in any area of manufacturing to which OR cannot be applied."

"If you regard the manufacturing industry as the engine of our future prosperity, the work being done in OR is clearly of vital importance."

One big problem facing industries of every kind and which OR can help tackle is the sheer extent and complexity of many operations. A typical machine shop, for example, will employ hundreds of people, will contain scores of machines and thousands of batches and will have huge quantities of unused or surplus stock.

All this has to be controlled and the systems methods for doing so, whether in manufacturing, health services, washing machines, aeroplanes or computers, are essentially the same.

The advent of computers has enormously extended OR's applications. We are now in the era of flexible manufacturing systems, robotics and the beginnings of artificial intelligence. The machine shop of the late 20th century is characterized not by hundreds of sweaty, horny-handed toilers but by shining floors, potted plants and men and women in white coats.

OR plays a key role in the design of control systems for such places, notably in the steel, automobile, glass-making and gas turbine industries. In the latter, OR has helped to make radical changes to manufacturing processes. No large automation investment goes ahead without OR

simulation modelling being used to evaluate possible systems.

Mr Hough commented: "The model can be used before plant is installed so we can know what might happen when it is up and running."

The use of such models is exemplified by what happens when airlines buy new planes. A great range of spare components will be needed. The

airline will have to assess how many spares to acquire, what effect reliability will have on aircraft availability, what the turn-around times will be and many other complex factors.

Two decades ago, it was relatively simple, but today's engines are more complicated. Airlines stock spare compressors, spare turbines and other components rather than spare engines as such because each

engine can be a composite of up to 20 modules, each with its unique identity. The support element can cost as much as the engines themselves.

When a fleet operator makes a big purchase, an engine manufacturer's OR department can run simulation models which enable it to evaluate the many issues that arise in order to come to the right decisions.

OPERATIONAL RESEARCH  
PROJECT MANAGER

£15,250 - £19,820

British Rail is looking for a graduate to join their Operational Research Division at a senior level as Project Manager. Based at Paddington the Division provides a project based consultancy service to senior railway managers. Major current areas of work include passenger demand analysis and modelling, traction and train services planning, and studies on track capacity and reliability.

The project manager is responsible to the Operational Research Manager for all aspects of the work of several team leaders and analysts. Applicants should have a good degree in a numerate subject, preferably with a M.Sc. in O.R., and with at least six years experience of applying the methods of O.R. to a wide variety of real-life problems. The ability to maintain high professional standards, experience of supervising others, and good communication skills are also needed for this position.

Commencing salary will be within the range of £14,390 to £18,960, depending on qualifications and experience, plus £860 London Allowance. There is a contributory pension scheme, and transfer of existing rights can, in most cases, be accepted. There are also free and reduced rate rail travel facilities, including travel to work. Career prospects within B.R. are good, with opportunities for advancement nationwide.

Applications, including a full Curriculum Vitae are required by November 20th and should be sent to:

Monty Hiatt  
Operational Research Manager  
CP28, Departure Side Offices  
Paddington Station  
London WC2 1FT

British Railways is a non-discriminatory employer committed to the recruitment and promotion of all grades of staff on the basis of merit and service, without regard to race, creed, sex or marital status. Full consideration will be given to the abilities of disabled persons.

CENTRAL ELECTRICITY GENERATING BOARD  
The Power Of Operational Research

Operational Research techniques are employed by the CEBG in a diversity of areas contributing to the effective supply of electricity to the consumer at the lowest possible cost.

One of the earliest ventures concerned the use of Network Analysis to solve the complexity of overhauling generating plant on power stations. Another early application was the use of mathematical modelling to determine the requirement for transfer of coal from several pits to many power stations and at the same time to determine which station should meet electricity demand - all at minimum cost. These are part of the portfolio of planning techniques used by CEBG engineers. Spares and materials management encompass modelling techniques which aim to achieve optimum stocking levels.

Simulation is a method regularly used to consider the outcome of inter-related activities whose incidence and duration is uncertain. Graphical presentation of simulation models has led to a renaissance of this kind of application. The complexity of refuelling nuclear reactors has been modelled using simulation and power station engineers are able to consider options interactively through animated displays of reactor refuelling. Strategic simulation studies are used to identify bottleneck areas, and to analyse major plant modification alternatives. The CEBG is using this technique to investigate the transportation of materials for power stations in the Aire Valley, Yorkshire, particularly Drax Power Station where Flue Gas Desulphurisation plant is to be fitted.

The Board is seeking to link expert systems and simulation to provide effective work schedules which take into account spatial constraints arising from the movement of heavy equipment.

Operational Research will continue to contribute to the CEBG's Business objective by the application of decision support systems, innovative techniques and other management science processes.

Hap-py birth-day to you.

Hap-py birth-day to you.

Hap-py birth-day dear  
OR

Hap-py birth-day to you.

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Basic O.R.	23 Nov-4 Dec 1987
Applied statistical modelling	1-5 Feb 1988
Computer simulation	29 Feb-4 Mar 1988
Forecasting	7-11 Mar 1988

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ORE staff have career options as advisers or managers and use a variety of approaches from statistical analysis to advanced computer methods.

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The operational  
research group in  
**British  
COAL**



01-481 1066

## PUBLIC APPOINTMENTS

01-481 1066

## Solicitor/Barrister

£13152 - £15567

This post offers an excellent opportunity for an ambitious solicitor or barrister to gain experience with a major local authority. With an emphasis on litigation and it is one of a number of additional posts approved to meet increased demand from client departments. Post admission/call experience is desired but those newly qualified are encouraged to apply.

If you seek a challenging but rewarding position working in a beautiful part of the country with easy access to resorts and two National Parks ask for further details.

Legal Executive/  
Legal Assistant

£8790 - £11805

The Council has a wide-ranging property portfolio and is seeking an experienced and enthusiastic conveyancer to join its busy conveyancing team at County Hall. You will undertake a variety of acquisition, disposal and leasehold work, some complex, with the minimum amount of supervision. Ideally you should be an Associate of the Institute of Legal Executives and well on your way to becoming a Fellow. Commencing salary within the above range will be commensurate with qualifications and experience.

Application forms for both posts from the County Solicitor's Department, County Hall, Topsham Road, Exeter EX2 4QD, telephone (0392) 27 2284. Closing date 6 November 1987.

DEVON

## CREATE

An Enterprise Skills Training Agency with a Difference

FUND RAISER/  
PUBLICITY OFFICER

The Agency

CREATE arose as a response for Cleveland's perceived need for a broad base enterprise culture to combat the problems of economic decline and unemployment.

CREATE aims to foster enterprise skills which may enable this community to take greater control over its own social and economic destiny.

CREATE has been granted funding for approximately three years (Manpower Services Commission, local authority, private sector) to pilot an innovative approach to enterprise skills training and will work across the private, public and voluntary sectors of Cleveland.

CREATE represents a training process designed to enable people to develop confidence, organisational and personal skills by designing and managing projects of their choice. All staff will need to share a vision and commitment to the social and economic development of the community.

**The Post - Fund Raiser/Publicity Officer**  
Salary: £13,662

This experienced Project Officer will work with the Manager of CREATE to develop and manage media campaigns which promote the activities of project managers to the community and to foster attitudes which are consistent with a sensitive enterprise culture.

He/She will also secure funding and resources for the longer term development of the CREATE agency (before and after three years present funding). We seek an entrepreneur who is skilled in working with media and private, public and voluntary bodies and has a commitment to the needs of the community and enthusiasm for the role of enterprise in the social and economic development of Cleveland.

**Follow-up Action**  
For further written information write to: CREATE, 7/9 Eastbourne Road, Lichfield, Staffordshire, B54 6JH or telephone (0542) 850226.  
Closing date for applications will be 30th October 1987.

ASSISTANT CHIEF  
EXECUTIVE

SALARY £24,339 - £26,523

Applications are invited for this key management post. The successful candidate will be involved in policy formulation and advice and will enjoy a wide ranging role. The post offers valuable experience for an aspiring Chief Executive.

Applicants should have professional qualification and relevant experience, preferably in local government.

Further particulars and application forms, to be returned by 9 November 1987, may be obtained from K.A. Abel, Chief Executive, Dorset County Council, County Hall, Dorchester, Dorset DT1 1XJ.  
Interviews will be held on 20 November 1987.

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## ASSISTANT SOLICITOR

£14,769 - £15,966

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Duties will include a wide range of legal work including appearance at Magistrates' and County Courts, dealing with High Court matters, attending the Council's committees as required, conducting Public Inquiries (eg planning appeals) and the drafting of committee reports together with all aspects of conveyancing as required. Sound knowledge of planning will be an advantage.

The commencing salary will be in accordance with qualifications and experience. Previous Local Government experience would be an advantage but is not essential.

Among the benefits we offer are a flexible working hours scheme, relocation expenses up to £4,000 (where appropriate), payment of professional subscriptions, subsidised staff restaurant, parking facilities and reduced BUPA membership.

For an application form, returnable by 9th November 1987, please telephone our 24 hour answering service on Basingstoke (0256) 479443, or write to the Personnel Manager, Basingstoke and Deane Borough Council, Civic Offices, London Road, Basingstoke, Hants RG21 2AJ, quoting the job reference T/L010.

BASINGSTOKE &  
DEANE borough council

The Quebec Government Office in London is seeking qualified applicants for the newly created position of

## INVESTMENT OFFICER

The successful candidate's main responsibility will be to develop and implement a comprehensive programme aimed at industrial and trade circles throughout the UK, with a view to promoting Quebec as a major area for industrial cooperation, investment and expansion.

This position requires an innovative, well-structured and entrepreneurial approach, and a personality able to work in a team and to deal with people at all levels.

Applications are invited from university graduates in business administration or equivalent, with at least 5 to 10 years' experience in business or related circles, preferably in development activities, and with a good knowledge of the industrial structure of the U.K. Some travel in the U.K. and occasionally to Quebec will be necessary.

A working knowledge of spoken and written French would be useful; salary offered is currently in the range of £17,000 to £22,000. Please send detailed C.V. to:

The Economic Counsellor  
Quebec Government Office  
59 Pall Mall  
London SW1Y 5JH

THE DITCHLEY  
FOUNDATION

The Ditchley Foundation is devoted to the furtherance of British-American understanding and for this purpose organises some 20 weekend conferences a year at Ditchley Park. The Foundation wishes to fill the post of Bursar. The post involves responsibility, under the Director, for the administration of the Foundation including the budget, management of staff, up-keep of the properties and the household arrangements generally, but not the organisation of the conferences. Experience of financial control is essential. A salary of £13,000 pa is payable and a free house is provided. A contributory pension scheme is operated. The five year contract would run from 5 April 1988. Applications, in confidence, with details of career, relevant experience and the name of at least one referee, to:

The Director,  
The Ditchley Foundation,  
Ditchley Park, Eton, Oxfordshire, OX7 4ER.

ALL BOX NO. REPLY  
SHOULD BE SENT TO:  
BOX NO. DEPT.  
P.O. BOX 484,  
VIRGINIA STREET,  
WAPPING,  
LONDON,  
E1 9DD.

HAVE YOU GOT TIME TO SPARE?  
WHY NOT HELP THE AGED IN YOUR COUNTY  
IT CAN BE REWARDING

Help the Aged is undertaking a wide variety of ambitious projects to benefit the elderly throughout the U.K. We are especially interested in enlisting Volunteer Organisers for our County Activity Campaigns, so that we can make the resources of a National Charity available at a local level. You will need to be mobile, have an outgoing personality, enormous enthusiasm and organisational ability. We have found that these positions are particularly suited to those with backgrounds in Marketing and Sales, Industry and Commerce, the Services, Professions and Government. The voluntary work requires a commitment of only two or three days per week and all expenses will be re-imbursed. Detailed training and local co-ordination is provided. Although the work is voluntary, the real reward is the intrinsic job satisfaction of helping the elderly to retain their independence and to improve the quality of the lives that they lead.

For fuller details of how you can help please write to: Claire Potzney, Help the Aged, St James's Walk, London EC1R 0BE, or telephone 01-253 0253, ext. 361.

Volunteers required urgently in the following areas: Derbyshire, Nottinghamshire, South Yorkshire, Humberside, Lincolnshire, Northumberland, Tyne & Wear, Co. Durham, Northamptonshire, East Anglia, Help the Aged Northern Home Counties.

ROYAL COLLEGE OF  
SURGEONS OF ENGLANDAdministrative Assistant  
(Examinations)

An opportunity has arisen for a young graduate to undertake a two year period of administrative examinations.

Applicants should have a good degree and preferably a computer or statistical background. The post offers a wide range of educational or professional advancement.

Salary within the range £5,576 to £12,480.  
Please write to:  
The Registrar (Personnel),  
Royal College of Surgeons of England,  
21-23 Lincoln's Inn Fields,  
WC2A 3PS.

Enclosing a curriculum vitae and the names of two referees.  
Please quote reference SC27.  
Closing date: 12 November 1987.

GREATER MANCHESTER  
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ASSISTANT

(£6,951-£8,559)

The Museum is one of the largest growing industrial heritage attractions in Europe. To support this growth, the museum is seeking an experienced Marketing Assistant who will have the opportunity to contribute to the development and implementation of a marketing strategy. Reporting to the Marketing and Information Officer, the successful applicant will contribute to an on-going public awareness campaign, exploit the commercial possibilities of improved room hire facilities and undertake the development of good internal communications.

Application forms and further details from the Receptionist, Greater Manchester Museum of Science and Industry, Liverpool Road, Manchester M2 4JP. Tel: 061-452 2253.  
The closing date is Friday, 30th October, 1987.

Clerk of the County Council

## Solicitors

£13,506-£17,574 p.a.

(£13,812-£17,970 p.a. w.e.f. 1.2.88)

Ref: SL/123

To work in the County Solicitor's Office in the specialist Child Care Section. This Section is headed by a Principal Solicitor with a Senior Assistant Solicitor and eight Assistant Solicitors. The Section also includes two Law Clerks, an Administrative Assistant and two Clerical Assistants. Candidates, male or female, should be of a high calibre who can demonstrate an aptitude for advocacy and a desire to specialise in the law relating to children. Solicitors would be expected to practice in the High Court, County Court and Magistrates' Court. Suitably qualified and experienced Solicitors will be appointed to the highest points on the salary scale while those less experienced, but who prove their potential can expect rapid progression to higher grades. An essential car user allowance is payable.

Relocation expenses where appropriate.  
For an informal discussion contact Mr. D. L. Spicer, Principal Solicitor, Tel. Nottn. (0602) 823217.

To apply, write (enclosing a full C.V.) to A. Sandford Esq., LL.B., Clerk of the County Council and Chief Executive at County Hall, Closing date 16 November.

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Gipsy Executive  
Officer

£18,714 - £19,902

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We are looking for a Gipsy Executive Officer to lead a team of three in overseeing the Council's responsibilities for Gipsies and providing additional caravan sites. This is a task that demands tact, sensitivity and tenacity. You will need to be articulate and self-motivated and have enthusiasm to carry out a difficult job, reconciling conflicting interests and dealing with a variety of people and organisations. For this challenging post, it is likely that the successful candidate will have some experience in land management and/or property development and one or more of a relevant degree, postgraduate professional diploma and management experience. Knowledge of Gipsy work would be a distinct advantage but is not essential.

Our benefits package is amongst the most extensive in local government including a subsidised car, BUPA cover, a generous mortgage subsidy, disturbance allowance and the full cost of relocation.

Application form and further particulars from: The Clerk & Chief Executive, (Ref PNDD), County Hall, Kingston upon Thames, Surrey KT1 2ND. Tel: 01-541 5194 (answerphone after 5pm). Closing date 13th November 1987.

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Commission des Communautés européennes, Division Recrutement, rue de la Loi 200, B-1049 BRUXELLES. Tel.: 02/235.11.1.

## EAST BERKSHIRE HEALTH AUTHORITY

## FINANCE DEPARTMENT

## Unit Management Accountant

Heatherwood/King Edward VII Hospitals Unit

Scale 18

£12018 - £14588 plus £149

Fringe London Weighting

This is an excellent opportunity for an ambitious and highly motivated qualified/part qualified accountant to develop a wide range of financial and management skills as Unit Management Accountant to one of this Authority's two Acute Units with a revenue budget of £11.7m. The Unit is pursuing new initiatives in the treatment of the mentally ill and elderly mentally ill and you will be responsible for developing good financial management systems for this service. You should be able to demonstrate drive and initiative in providing financial information and advice to meet the ever changing needs of general management.

You will be a member of the Finance Department based in Windsor, but will actively contribute to the management of the Unit and be a full member of the Unit Management Group.

For informal discussion about this post, you are invited to ring Julie Graebe, Deputy Director of Finance on Windsor 859221, extension 221 and John Nease, Unit General Manager on Ascot 23353, extension 51.

Job descriptions and application forms are available from the District Personnel Department, Frances House, 81 Francis Road, Windsor, Berks. SL4 3AW. Tel. Windsor 859221, ext. 277.

**CLOSING DATE FOR APPLICATIONS**  
29TH OCTOBER 1987.

## North East London Polytechnic

## DIRECTOR

OF THE NELS SCHOOL OF  
BUSINESS AND MANAGEMENT

The Polytechnic is seeking to appoint a Director for the newly established School of Business and Management, which has been formed through the amalgamation of a number of existing departments.

The new Director's responsibilities will extend to courses at both the Polytechnic's main precincts, at West Ham, and at Barking. Applicants should be well qualified academically, and should possess proven experience in the fields of management, business or commerce, together with the capacity to initiate and develop appropriate courses and consultancies within the new School. The title of Professor may in certain circumstances be conferred on the new Director.

Salary scale: HOD VI + Dean's Allowance - £22,179-£24,160 inclusive of London Weighting.

For further details and application form please contact the Polytechnic Personnel Office, Romford Road, Stratford, London E15 4LZ. Tel: 01-590 7722 ext. 4095, quoting reference 21/A/87. Closing date 10 days from publication.

## NEW SOUTH WALES GOVERNMENT OFFICE, LONDON

## BUSINESS DEVELOPMENT OFFICER

£16,600 - £18,500 per annum

(presently under review)

The New South Wales Government Office, London wishes to appoint a Business Development Officer to its Investment and Trade Advisory Service, for the U.K. and Europe to:

- promote investment and trade opportunities in New South Wales;
- analyse industry trends in the U.K., Europe and Australia;
- develop and evaluate specific investment programmes;
- assist in the provision of the Business Migration Programme.

Essential requirements for the position are experience and proven ability in marketing and promotion. Appropriate tertiary qualifications and a knowledge of Australia is highly desirable.

The appointee will be required to travel throughout the U.K. and Europe.

Applications in writing, with names and addresses of two referees, and marked confidential, should be sent by 30th October, to The Secretary, New South Wales House, 66 Strand, London, WC2N 3LZ.

FIRE AUTHORITY FOR  
NORTHERN IRELANDDEPUTY CHIEF  
FIRE OFFICER

Applicants are invited for the post of Deputy Chief Fire Officer in the Northern Ireland Fire Brigade.

A copy of the circular giving details of the post may be obtained from the

Fire Authority for Northern Ireland, 1 Seymour Street, Lisburn, Co. Antrim, BT27 4SX

and applications will be received at the foregoing address up to 3.00 pm on Monday, 9 November 1987.

Further particulars may be obtained from the Vice-Rector to whom applications, with the names of not more than three referees, should be sent not later than 7th November 1987.

## TECHNICAL

PRINCIPAL ASSISTANT  
COUNTY ENGINEER

Management of the Highways of a diverse County

Up to £29,433

Based West Ewell

There are nearly 3,000 miles of highway in the County of Surrey, in environments as varied as the metropolitan conurbations close to London and the open countryside for which the county is famous.

A recent re-organisation of the Engineer's Department results in this opportunity to become Principal Assistant County Engineer which is the most senior second tier appointment in the Department to the County Engineer, John Bergz, with the responsibility for the management, maintenance and improvement of the highway network.

It is essential that the quality of your professional and managerial expertise is complemented by:

- \* experience in the development of policies, strategies and programmes;
- \* a practical appreciation of the use of computerised systems for technical and management purposes;
- \* the ability to prepare and present complex reports effectively.

A current driving licence is naturally essential.

Our benefits package is amongst the most extensive in local government - we provide a car, BUPA cover, offer a generous mortgage subsidy, disturbance allowance and meet the full cost of relocation.

Application form and further details from: Head of Personnel Services, Surrey County Council, County Hall, Kingston upon Thames, Surrey KT1 2JN. Tel: 01-541 9584. Quoting Ref: PSD 26. Closing date: 13 November 1987.

SURREY  
COUNTY COUNCIL

سورة من الامم







01-481 4481

## LEGAL APPOINTMENTS

01-481 4481

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CITY OF LONDON

My clients are a rapidly expanding legal practice. The Tax and Pensions Department, which is led by three young partners, aims to provide an expert and personal service and to apply a creative, positive approach to its clients' legal problems.

## Corporate Tax

This is a new appointment for a young solicitor, about three years admitted, to play a major role in the development of the corporate tax group and to work closely with the head of the department. My clients consider this sector of the firm to be an important element of the expansion of their practice. The successful candidate will be able, enthusiastic and will have acquired good experience in company law or corporate tax matters.

## Senior Private Client

A senior solicitor of three or more years qualification is required to undertake a wide range of private client work with a strong commercial emphasis. The person appointed will be personable and of high intellectual calibre. The work involved is challenging and stimulating. This is a first class opportunity for a private client solicitor to develop her/his career in a City environment.

The salaries and benefits for the above appointments are very attractive and career prospects are excellent. Please apply with full C.V. quoting JH/186 to:-

John Hamilton,  
51-53 High Street,  
Guildford, Surrey GU1 3DY  
Tel: (0483) 574814



John Hamilton Associates  
Management and Recruitment Consultants

## HIGH-TECH LAWYERS

Two Openings for Intellectual  
Property Lawyers

Our clients, one the world's largest and most successful computer companies, are at the forefront of computer technology in both hardware and software. With the rapid expansion of the company's European business, and the increasing scale of its investment in hardware and software development, there is a need for two intellectual property lawyers, a software specialist and a trademark lawyer, to join the legal department based in the South East of England. Software Specialist. A barrister or solicitor, with substantial relevant experience, is required to handle the legal aspects of the company's software business throughout the U.K. and Europe, including the protection of new programs, and the negotiation and drafting of licence

agreements. The candidate will also be expected to deal with general commercial work. Trademark Lawyer. This senior position requires a barrister or solicitor with substantial trademark experience who will be able to handle trademark work in the U.K. and Europe and also general commercial work.

Both positions report to the Legal Director and will offer considerable independence, each carrying responsibility for its particular area of expertise throughout Western Europe. A degree of foreign travel will therefore be required. Substantial salaries will be offered, reflecting the seniority of these positions, plus cars and the usual company benefits.

Please telephone Sonya Rayner for further details, or write to her enclosing your c.v.

## Chambers

Recruitment AND PARTNERS Consultants  
74 Long Lane, London EC1A 3ET  
Tel: 8951182 (01) 806 9371 Fax (01) 600 1793

NABARRO NATHANSON

## TAXATION LAWYERS

Fed up with being a "backroom" tax specialist in a large city practice?

Nabarro Nathanson insists that its tax personnel meets clients face to face because we believe that this is the only way to resolve problems.

Interested? Then consider the following positions which are available in our expanding tax department which handles every aspect of UK and international taxation.

1. A Solicitor to specialize in all aspects of private tax planning, including estate planning, wills, overseas and UK trusts, and charitable trusts.

2. A Solicitor, or other appropriate qualified professional with knowledge of Corporate Taxation to specialise in the fields of mergers, acquisitions, flotations or other corporate tax matters.

3. A Solicitor or Legal Executive able to handle probate and personal trust work together with inheritance Tax and Capital Gains Tax.

Every encouragement will be given to achieve further personal development including obtaining relevant tax qualifications such as ATII as well as lecturing, writing books or articles.

Please write with full c.v. to:-

The Senior Partner,  
Nabarro Nathanson, 50 Stratton Street, London W1X 5FL.  
Telephone 01-493 9933.



NABARRO NATHANSON

COMMERCIAL  
PROPERTY LAWYERS

Are you bored being desk bound correcting leases and contracts, only contacting your clients through the telephone? Would you prefer to work with a progressive firm who insist on face-to-face contact with clients so that problems can be easily solved?

If you can answer yes to all the following questions then you are the person we are looking for - why not contact us, as we think we can meet your aspirations:

1. Are you enthusiastic about your work and committed to excellence?
2. Do you have initiative, the ability to think laterally and a positive attitude to problem solving?
3. Have you been admitted for up to 3 years with sound experience to date?
4. Do you want to work in a friendly environment with the back-up facilities you need?
5. Are you looking to gain experience of top quality commercial property work and to be rewarded on your merits?

Please send full details and c.v. to:

The Senior Partner,  
Nabarro Nathanson, 50 Stratton Street,  
London W1X 5FL. Tel 01-493 9933.

JOURNAL OF INTERNATIONAL BANKING  
AND FINANCIAL LAW  
DEPUTY EDITOR

Butterworths, the leading UK Law Publisher requires a deputy editor to work on the Journal of International Banking and Financial Law, which presently appears six times a year and is aimed at a readership of bankers, commercial solicitors and specialists in the field of finance and securities.

The job will involve assisting in commissioning, copy chasing, editing, sub-editing, layout and paste up and regular liaison with the production department. Applicants should have a degree, preferably but not essentially in law, and should have an interest in and knowledge of banking and financial law. Good sub-editing skills and a sound knowledge of layout and production processes are essential, such skills gained preferably on a journal.

Salary: £14,962 and excellent working conditions in accordance with NUIJ agreement.

Please reply with full CV to:

Roseland Miller  
Personnel Officer  
Butterworth & Co (Publishers) Ltd  
88 Kingsway  
London WC2B 6AB



Butterworths

## Articled Clerk

£7,000-£13,500

A vacancy has arisen for an Articled Clerk with Berkshire County Council based in Reading. The post would suit a law graduate who has taken the Final Examination. Appointment will be conditional upon having successfully passed at least 5 heads. You should be interested in developing a career in local government and we can offer good all round articles covering Child Care, Planning and Trading Standards Law, Conveyancing and Common Law litigation. The department is a busy one and you will be given responsibility commensurate with your level of development.

Starting salary is likely to be about £8,000. Relocation expenses are payable in appropriate cases and a casual car user allowance will be paid.

For further details please contact County Secretariat, Shire Hall, Shinfield Park, Reading RG2 9XR. Tel: Reading 875444 Ext 3108.

Closing date 9th November.

Royal County of  
BERKSHIRE  
AN EQUAL OPPORTUNITY EMPLOYER

Criminal Injuries  
Compensation BoardLawyers  
Glasgow-based

The Board administers a scheme for awarding compensation to victims of crimes of violence and, in the case of death, to the dependents of victims. Two lawyers are needed to prepare and present applications at oral hearings before members of the Board. Mostly they will deal with Scottish applications, but they will be required to advise in a proportion of English and Welsh cases too. Some travelling will be involved but mainly within Scotland.

A working knowledge of personal injury law and criminal law, an ability for advocacy and a capacity for hard work are required.

Salary as Legal Officer £10,385-£14,685 or as Grade 7 £15,030-£20,290. Level of appointment and starting salary according to qualifications and experience. These appointments may be permanent or period appointments with an option of full-time or part-time work.

For further details and an application form (to be returned by 12 November 1987) write to Civil Service Commission, Alencon Link, Basingstoke, Hants RG21 1JB, or telephone Basingstoke (0256) 468551 (answering service operates outside office hours).

Please quote ref: G/7378. The Civil Service is an equal opportunity employer.

PAYNE HICKS BEACH  
SOLICITOR  
COMMERCIAL PROPERTY

Why work in a legal factory in the City? Come and join us in a smaller and more friendly unit where the work is just as stimulating.

Continued expansion in our Commercial Property Department has necessitated the recruitment of a new Assistant. This Department deals with an interesting spread of work with a strong emphasis on property development.

We prefer someone with experience but will consider any other competent applicants.

Please write with full C.V., in confidence, to:

David J. FitzGerald  
10 New Square, Lincoln's Inn, London WC2A 3QG

Education &  
Training  
Manager

We are an expanding medium-sized city practice of 35 partners and a further 60 professional members of staff.

We are proud of the abilities of our professional staff but recognise, in an ever-changing legal world, the need to maintain high standards with appropriate internal training and continuing education schemes.

With this in mind, we are looking to appoint an education and training manager. This will be a senior appointment reporting to the partners and director of administration.

Duties will include a close involvement with the recruitment and training of articled clerks, responsibility for post qualification education and with the preparation of a co-ordinated programme of seminars and talks for the benefit of all members of the professional staff.

The successful applicant will probably be a solicitor, barrister or from an academic background with the legal profession, who sees this as a career move. He or she should be able to demonstrate an easy-going and sympathetic approach with individuals and a degree of initiative and innovative thought. It is envisaged that this will be a full-time appointment but it may be possible to combine it with other activities.

Please submit applications with a full CV to Graham Turner, Rowe & Maw, 20 Blackfriars Lane, London, EC4V 6HD.

ROWE &amp; MAW

## STAFFORD CLARK &amp; CO

We are a long established City firm of ten partners seeking Assistant Solicitors/Legal Executives for both our offices, a Commercial/Domestic Conveyancer for our City Office and a Company/Commercial Conveyancer for our New Cross Office.

Post Qualification experience preferred but not essential. Salaries are negotiable according to age and experience and Partnership Prospects exist for suitable applicants.

Please apply with C.V. and details of post-qualification experience (if any) in the first instance to:-

Mr. F. Beckman or Miss G. Thompson  
on 01-692-7161  
28 Bush Lane  
Canon Street, E.C.4.

HAROLD MICHELMORE & CO  
Solicitors

Require two young, preferably recently qualified, Solicitors in their Newton Abbot and Teignmouth Offices to assist Conveyancing and Probate Partners. Enthusiasm and ability to shoulder heavy work load essential.

Please contact:

P. Williams Teignmouth (06267) 4993  
M. Cosgrove Newton Abbot (0626) 52484  
or apply in writing to -  
15 Market Street,  
Newton Abbot,  
Devon.  
TQ12 2RN.



01-481 4481

# LEGAL APPOINTMENTS

01-481 4481

## LITIGATION LEGAL EXECUTIVE

ICI is one of the UK's most successful companies. It is British-based and trades all over the world.

An opportunity has arisen for a qualified Legal Executive to join ICI's Group Legal Department at its headquarters at Millbank, London. In your late 20's, you should have at least 8 years' experience, mainly in personal injury litigation. Experience in landlord & tenant, patent & trade mark and other commercial work would be an advantage but is not essential.

ICI offers an excellent salary and good benefits, including Profit-Sharing and BUPA. There are opportunities for career development within the ICI Group.

If you are interested in applying for this vacancy please send a copy of your CV to:

Mrs Linda Kennedy,  
Personnel Officer,  
Imperial Chemical  
Industries PLC, Millbank,  
London SW1P 3JF.



## Assistant Commercial Manager

A leading high-tech engineering company in the northern Home Counties requires a commercial executive with experience in contract negotiation to assist the Commercial Manager with a wide range of responsibilities including tendering, EC/GD matters, finance packages, counter-trade arrangements, and participation (in a leading role) in international negotiations.

The successful candidate

will be required on occasions to deputise for the Commercial Manager, and will be responsible for a staff of two people. Candidates should have a background in industry and preferably a professional qualification. Age is not critical, but it is unlikely that those under 30 years would have the necessary maturity and depth of experience. Some travel will be required.

For further information contact Sonya Rayner.

### Chambers

Recruitment: 74 Long Lane, London, E14 9ET  
Tel: 0856 1122 (01) 606 8371 Fax: (01) 600 1798

## CONSTRUCTION LAWYERS 2-3 years qualified

We are looking for further Construction lawyers as we continue our expansion in this area.

### The work

The work involves:

Major building and engineering litigation

Drafting building contracts, contracts with architects and other professional advisers, and other commercial agreements in the construction field

Liaison with developers and contractors.

### The requirements

We are looking for people with:

Ambition, personality and enterprise

Excellent academic qualifications

The ability to work independently and in a team

2-3 years of post-qualification construction experience.

### The prospects

Our salaries and prospects are excellent. We expect a commitment to match. If you think you might fit the bill, please contact Charters Macdonald-Brown on 01 404 0303, or write to him at the address below.

118 Chancery Lane London WC2A 1JJ  
Tel 01 404 0303



## Company Secretary

The F.K.B. Group is a quoted, highly successful organisation operating within the fields of sales promotions and marketing services. Following a move to full listing from the U.S.M. and the establishment of regional bases they are now poised for international expansion and seek to strengthen their corporate management team.

The new position of Company Secretary will provide a wide range of commercial advice to group companies including contractual, property, insurance and other related matters. The successful applicant will also take an active role in the further development of the group from a legal viewpoint.

Applications are invited from commercially minded individuals who have a background in either a company secretarial or general legal advisory role.

A very attractive package including company car and other benefits are offered with this position.

For further information please contact Gary James on 01-831 2000 or write to him at The Legal Division, Michael Page Partnership, 39-41 Parker Street, London WC2B 5LH.



Michael Page Partnership

International Recruitment Consultants

London Bristol Windsor St Albans Leatherhead Birmingham Nottingham Manchester Leeds Glasgow & Worldwide

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## COMMERCIAL LAWYERS FOR HONG KONG

Slaughter and May's long-established Hong Kong office continues to grow. Its success in the Far East has resulted in a team some 90 strong which again needs enlarging to meet the demand for services in the financial and commercial fields.

We are looking for solicitors and barristers of up to five years' qualified service; newly-qualified lawyers are as welcome as those with relevant experience.

The work is demanding; it requires an energetic approach with an ability to respond quickly and effectively to new challenges.

The atmosphere is very friendly and the working conditions congenial. Salary and benefits are attractive.

Write with a full C.V. to either:

Richard Cooper  
Slaughter and May, 27th Floor,  
Two Exchange Square, HONG KONG,

or  
Peter Morley-Jacob  
Slaughter and May, 35 Basinghall Street,  
London EC2V 5DB

SLAUGHTER AND MAY

## Solicitors Complaints Bureau ARCHIVIST up to £9,500

Law graduate or Legal Executive with experience of work in a solicitor's office required to maintain part of the archives of the Bureau at their modern premises in Victoria. This position might suit a retired solicitor or legal executive.

You will be receiving, sorting, recording and storing incoming documents transferred to the Law Society by their agents concerning ex-solicitors plus internal records.

You must be a self-reliant person, used to working largely on your own and with meticulous filing and record keeping skills. This is a responsible post and the successful candidate will need to exercise excellent judgement when disposing of records.

We offer starting salary as above in a current range rising to £12,157 per annum plus 23 days holidays, pension and season ticket loan schemes and subsidised staff restaurant.

To apply send your CV to the Personnel Officer, The Law Society, 113 Chancery Lane, London WC2A 1PL, quoting reference MAL/39.

The Law Society is an Equal Opportunities Employer.

## Principal Officer (Conveyancing)

£15,583-£16,773 (rising to £15,921-£17,151 on 1.2.88)

This important position as head of the Department's Conveyancing Section, requires a manager of proven ability and experience with an excellent track record of running a busy team in every aspect of conveyancing. The person we are looking for will thrive on the prospect of providing a comprehensive conveyancing service in a competitive and commercial environment and will have the necessary managerial skills to bring out the best in the conveyancing team.

Right at the heart of the Midlands, Dudley Council is a modern progressive Authority and its policy of realising its assets and encouraging economic growth demands a high quality conveyancing service.

Applications invited from both admitted persons and legal executives.  
For further information and an application form please call John Polychronakis on Dudley 59433, ext. 5315, or write to him at the Legal Services Department, St. James's Road, Dudley, West Midlands, reference 11th November.

DUDLEY  
Metropolitan Borough Council

## Mid Southern Water Company Company Secretary/ Legal Adviser

Camberley c.£27,500 + car

Mid Southern Water Company is one of 28 statutory water companies. It serves a population of 654,000 with 320 staff and an annual turnover of £17.2m.

The Company wish to appoint a successor to the present incumbent on his retirement. Responsible to the Director and General Manager, the successful candidate will be a key member of the team managing the Company as it prepares for the privatisation of the water industry.

The successful candidate is likely to be a lawyer with commercial experience and the ability to help bring about significant change. Commercial flair is essential.

For further information, please contact John Smith, Director Public Appointments, ref. A.57038.

MSL International (UK) Ltd, 52 Grosvenor Gardens, London SW1W 0AW.



Public Appointments

## COMMERCIAL LAWYER Pharmaceutical Industry

Pfizer is a worldwide research-based company whose businesses include pharmaceutical, agricultural, specialty chemical and consumer products.

As a result of a promotion to the Company's New York office we require a Commercial Lawyer at Pfizer's UK Headquarters in Sandwich, Kent, near the City of Canterbury.

Reporting to the Company's Legal & Public Affairs Director, you will be asked progressively to handle the day to day work of the Legal Department and to be involved in the legal aspects of major projects. Your work will include a variety of commercial contracts, commercial litigation (handled in conjunction with outside solicitors) and the provision of advice to senior management over a wide area. The appointment provides an excellent opportunity for an able lawyer to work in an intellectually stimulating environment and to live in an attractive part of the country.

You will be a solicitor or barrister with a good academic background and preferably at least three years post-qualification experience in the Legal Department of a major company or in commercial private practice.

An attractive salary will be payable commensurate with experience. In addition we offer a comprehensive benefits package including a performance based bonus, a company car, private medical coverage, pension and life assurance. Generous help will be available for relocation if necessary.

If you are interested please write with a full c.v., indicating your salary requirements, to Dr. Mike Hall, Personnel Manager, Pfizer Limited, Sandwich, Kent CT13 9NJ.



## Fielder Le Riche SENIOR CONVEYANCING ASSISTANTS

A nine Partner W1 Solicitors' Practice is expanding its Commercial Conveyancing Department and offers to the right qualified Assistants a salary and benefits appropriate to the position together with prospects of an early Partnership.

Interested applicants should apply in writing with full career details to:

FIELDER LE RICHE  
17 Bentinck Street  
London W1M 6BL  
(Ref: H.Rollinson)



01-481 4481

## LEGAL APPOINTMENTS

01-481 4481

## VAT AND CUSTOMS DUTY CONSULTANTS

London

Attractive remuneration package

Ernst & Whinney is a highly successful expanding accounting firm, committed to the provision of first-rate client service. Our clients range from blue chip multinationals to local businesses, and their needs encompass the entire VAT and Customs duty spectrum.

Currently we are seeking high calibre consultants to deal with the exceptional new demands arising in VAT and Customs duty related work. Successful candidates must possess extensive practical knowledge in order to provide the breadth of service required and, for one position, relevant legal experience would be advantageous.

Rewards for success will be high, with excellent career prospects. An attractive remuneration package will include a car for senior appointments.

Please send a brief curriculum vitae to  
Barry Compton, Ernst & Whinney,  
Becker House, 1 Lambeth Palace Rd.,  
London SE1 7EU.

**E&W Ernst & Whinney**  
Accountants, Advisers, Consultants

## COMMERCIAL PROPERTY

Slaughter and May are looking for energetic young solicitors to work in their Property Department. The firm handles a wide range of commercial property work including institutional investment and development projects, commercial lettings and mortgages.

Salary and benefits will be attractive and will take full account of age and experience.

Applicants, who should be able to mix well into a friendly and hard working environment, should apply with full C.V. quoting ref PMJ2 to:-

Peter Morley-Jacob,  
Slaughter and May,  
35 Basinghall Street, London EC2V 5DB

SLAUGHTER AND MAY

## Eastbourne Partner Designate

Probate/Trust/Tax

We have been asked by a respected and forward thinking firm in Eastbourne to introduce a suitably qualified, and experienced Solicitor to assist in this expanding aspect of their practice.

The prospects and environment are excellent and will suit those with up to 5 years experience. Applicants are asked to contact us at the address shown below. Strictest confidence is assured.

LEGAL SELECTION

160 New Bond Street,  
London W1Y 0HR  
England  
Telephone 01-493 8515  
Fax 01-491 7459

**JAMES DAVIS**  
PARTNERS

## ORR MACQUEEN W.S

We are currently looking for two solicitors to join our expanding commercial and corporate law practice. A vacancy arises in each of our areas of practice-

## COMMERCIAL LAW

- Commercial property acquisition, development & sale
- Development Funding
- Leasing: Landlord & Tenant

## COMPANY LAW

- Company Formation, Acquisition and Mergers
- Management Buyouts
- Corporate Funding & Finance
- Banking & Security Law

Experience, whilst not essential is desirable. Attractive working conditions: Salary commensurate with experience.

Apply with C.V. to  
Staff Partner  
36 Heriot Row, Edinburgh EH3 6ES

## RUSSELLS

We are a rapidly expanding six partner practice based in the West End and are one of the leading firms engaged in the media and entertainment industries. Continued growth has created an opportunity for a Solicitor whose job it will be to develop the film, television and theatrical side of the practice. The person we are looking for will most probably be a Solicitor who has been qualified for approximately 3 years, has had relevant experience and has some clientele of his own. He may even be a partner in another practice.

The successful applicant must have the ability to develop clientele and wish to work in an exciting entrepreneurial firm free of unnecessary restriction and red tape.

A partnership is available to the successful applicant. Please write with full C.V. to:-

Robert Page,  
Russells,  
Regency House,  
1/4 Warwick Street,  
London. W1R 5WB.

**Law Personnel**

Staff specialists to the legal profession worldwide  
95 Aldwych, London WC2B 4JF Tel: 01-242 1281  
(answering after office hours)

PARTNER DESIGNATE £40,000

Prosperous go ahead firm situated in the heart of Mayfair needs a Company Commercial Lawyer who can demonstrate both flair and ability in the complex world of mergers, acquisitions, stock exchange flotations and the USM and OTC markets.

TAX LAWYERS

If you are that rare but valuable species, who not only enjoys but has a proven reputation as a taxation lawyer then a number of leading firms await you with open arms. Red-carpet treatment guaranteed.

NEWLY QUALIFIED £20,000

Our clients, a thriving and ambitious practice are looking to recruit young newly admitted solicitors to assist in the expanding conveyance department. A variety of domestic and commercial work on offer.

SOLICITORS/BARRISTERS

If your articles are expiring or opportunities of a tenancy have been exhausted there are countless opportunities for young lawyers currently seeking a change in their career. Come and discuss your future with us.

For further details of these and other vacancies both in London and the provinces, contact Anna Gault or Call Betsy on 01-831-2288 (days) or 01-835-3729/1-350-0850 (evenings and weekends) or write with full C.V. to

**Gabriel Duffy Consultancy**

31 SOUTHAMPTON ROW · LONDON · WC1B 5HJ

## OPPENHEIMERS

HERBERT OPPENHEIMER, NATHAN &amp; VANDYK

Oppenheimers' practice is based on the industrial, commercial and financial activity of its clients, who include some of the largest UK companies and financial institutions, as well as foreign corporations, banks, governments and governmental institutions. Continued growth throughout the firm has created further opportunities for lawyers in the following Departments:

## COMPANY AND COMMERCIAL

## Assistant Solicitors

are required at all levels to deal with a variety of complex and substantial company and commercial matters.

## COMMERCIAL PROPERTY

## General

Several newly qualified and experienced solicitors are needed to deal with high quality general commercial property work.

## Planning

We are looking for two lawyers, one experienced, one newly qualified, to deal with a wide range of planning matters including office, industrial, retail and residential developments.

## Construction

We require an experienced lawyer to deal with mainly non-contentious drafting of and advising on major contracts.

## COMMERCIAL LITIGATION

We need two litigators both of whom have been qualified for approximately two years.

One will handle substantial commercial litigation much of it with a technological or computing bias.

The other will join a team actively engaged in substantial transnational commercial litigation and will have a good knowledge of German and preferably one other foreign language.

Please apply in writing with full C.V. to: Jim Surgeoner, Oppenheimers, 20 Copthall Avenue, London EC2R 7JH.

## CITY/WEST END

**COMMERCIAL LITIGATION** c. £21K  
A well established City firm seeks a Solicitor of around 2 years post admission experience in all areas of commercial litigation to deal with a challenging workload.

**CONSTRUCTION LAWYER** £ attractive  
A Solicitor with one to seven years experience in both the contentious and non-contentious aspects of construction law is sought by a leading City practice. There are definite prospects for a more senior applicant.

**COMMERCIAL CONVEYANCER** TO £35K  
We have been instructed by a dynamic City firm to introduce a Solicitor of at least 2 years POE with expertise in heavyweight commercial property. A very attractive salary package is available.

**COMPANY/COMMERCIAL** TO £40K  
A well-established City firm seeks a Solicitor of at least 2 years post admission experience of top drawer yellow book work to handle a wide range of corporate matters.

## OUT OF TOWN

**ESSEX** TO £24K  
This small but buoyant practice seeks a solicitor to run one of its branch offices. The work is mainly residential conveyancing with some light commercial work. There is the prospect of partnership for the right candidate.

**HERTS** £ EXCEL  
This highly respected medium-sized firm offers an opportunity for a solicitor with at least 3 yrs POE in litigation. The work has a strong bias towards civil work and requires a high-calibre candidate in a firm committed to quality service to clients. The working environment is excellent and the remuneration will be highly competitive with no pre-conceived maximum.

**KENT** c. £25K  
An opening exists in the litigation department of this leading Kent practice. The caseload includes a wide range of both High Court and County Court work with very little matrimonial. For the able applicant the firm will be very keen to offer partnership prospects.

**SUFFOLK** £ NEG  
This small provincial practice seeks a solicitor for residential conveyancing. The salary is negotiable but the firm seeks a candidate who would be commanding at least £14K.

## PROFESSIONAL &amp; EXECUTIVE

## LEGAL OPPORTUNITIES

MOVE TO A BETTER WAY OF LIFE IN SUFFOLK... LEAVE THE HUSTLE AND BUSTLE OF LONDON BEHIND YOU.

We are currently recruiting on behalf of a number of clients within a 50 mile radius of Ipswich, for the following positions:-

**NEWLY QUALIFIED SOLICITORS**  
**LEGAL EXECUTIVES**  
**NEWLY QUALIFIED CONVEYANCERS**

WHY NOT COME AND JOIN US IN ONE OF THE FASTEST GROWING REGIONS IN BRITAIN? INTERVIEWS WILL BE HELD IN LONDON. For more details of the above positions, please contact:-

WENDY JOHNSON

## SOLICITOR Maidstone

Rapidly expanding specialist practice with P.E.G. clients urgently seeks ambitious Solicitor with conveyancing experience prepared to undertake occasional advocacy. Unique opportunity leading to early partnership.

Telephone or write to R. Dundas,  
27 Gabriels Hill, Maidstone, Kent.  
Tel: (0622) 681867/690882.



01-481 4481

# LEGAL APPOINTMENTS

## FORSYTH KERMAN PROPERTY LAWYERS

Forsyth Kerman is an expanding commercially orientated fifteen partner practice offering a wide ranging client base comprising both private and public sector clients.

Bright and motivated solicitors are currently sought for its well established and forward looking commercial property department.

Applicants should have up to three years' experience with good academic records. The ability to deal with clients at a senior level is desirable but not essential.

Successful candidates will be offered a competitive salary, a full range of property transactions, a professional, commercial and residential practice, a high level of responsibility and a high level of remuneration.

The firm offers a very attractive career development package and excellent prospects for career development.

For further details please contact Jonathan Palmer.

## PRIVATE PRACTICE QUALIFYING 1987-1988?

We welcome applications from Article Clerks due to qualify late in 1987 or early in the New Year who are interested in exploring opportunities in a variety of areas within the legal profession.

### INTELLECTUAL PROPERTY

The leading UK firm practice is seeking qualified and up to 5 years' experience solicitors to handle intellectual property matters.

Employment Law

For details of these and other positions please contact Lucy Hildrey.

## BANKING COMPLIANCE OFFICER

from £25,000 + Bens

Our client, a fast expanding international investment bank offers an excellent opening for a young lawyer to work in this increasingly important field.

### STOCKBROKER BIRMINGHAM £ Negotiable

Our client is a Stockbroker working to recruit an additional executive to join a small professional team.

For details of these and other positions please contact John Collins.

## COMMERCE & INDUSTRY

COMPLIANCE OFFICER  
up to £40,000 + Car + Bens

An exciting opportunity exists for an ambitious commercially minded lawyer, within a London-based company specialising in investment in the futures market.

Ideal candidates must have relevant experience, preferably gained with for example, D.T.I., O.F.I., S.I.B., or HM Treasury and strong interpersonal skills are essential.

For details of this position please contact Robert Drury.

## COMMERCIAL SOLICITOR CITY £Excell. + Bens

Our client, a large international insurance brokerage company, is now looking to strengthen its small but busy legal department, based in the City. Providing legal advice to the Group's operating companies worldwide, the successful applicant will advise on general commercial law matters in addition to involvement in acquisitions, divestments and joint ventures both in the UK and internationally.

The applicant will liaise with outside Counsel where necessary and this is a challenging post for someone with up to five years' experience with commercial acumen and a maturity of outlook. In return for commitment and hard work a highly competitive salary and generous benefits will be offered which will reflect the importance of this position.

For details of this position please contact Lisa Wilson.

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THE FINANCIAL & LEGAL RECRUITMENT SPECIALISTS

## HONG KONG

### JOHNSON, STOKES & MASTER

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Talking point: Woosnam, with attentive caddy, lines up a claim for a place in the world's elite with victory at Wentworth yesterday while Lyle suffers the anguish of another defeat (Photographs: Hugh Routledge)

## Woosnam a match for the world

By Mitchell Platt  
Golf Correspondent

Ian Woosnam yesterday kept a promise to himself by overcoming Sandy Lyle by one hole in a marvellous final to the Suntory World Match Play Championship on the West Course at Wentworth. Woosnam became the first British winner when he holed a six-foot putt on the last green to win the £75,000 first prize.

It increased his earnings this year to more than £500,000, which makes astonishing reading for the 34-year-old Welshman, whose official winnings in 1981 amounted to only £1,884.

For the luckless Lyle, of course, it was another disappointment. "That's four times I've lost in the final," he said. "I'll win it one of these days." Yet there was nothing but honour in defeat for Lyle as he gathered nine birdies and one eagle in an extraordinary exhibition.

Woosnam, however, was determined to emphasize his claim for superstar treatment

in this championship. Twelve months ago Woosnam, whose career has been fuelled by aggression and desire, was psychologically poleaxed when, first, he was overlooked for this championship and then not invited to the US Masters.

He vowed then that in 1987 he would prove his prowess. He launched his determined campaign by winning the Hong Kong Open. Then, on the European Tour, he won the Jersey, Madrid and Scottish Opens and the Lancôme Trophy to claim the No. 1 place in the Order of Merit.

What irked him most was that he let slip a clear chance at

the Open Championship to show that he is no mere understudy on the world stage. Nick Faldo took the crown, although ironically the two linked famously together to help Europe win the Ryder Cup.

Even so Woosnam craved individual adulation. He knew that the World Match Play Championship presented him with the final chance this year to emphatically underline his enormous talent. It was a daunting task which involved moving past Faldo and Seve Ballesteros to face Lyle in the final. He did so by holing six-foot putts on the 36th green on each occasion and there was

no prouder man as he guided home a similarly examining putt to end Lyle's brave resistance.

"I think I could now be rated the No. 1 player in the world," Woosnam said. "But it takes time to really get there. I'll keep playing until I make it. It's been a fantastic year but I need to improve my chipping and putting so I'll spend more time in America next year where the practice facilities are so good."

Woosnam's golf throughout the week was of the highest calibre. In fact he set a record for the Championship by being 32 under par for his four matches. Against Lyle he was

nine under par following a topsy-turvy encounter in which Woosnam appeared to lose the initiative towards the end of the morning session.

He had been two-up on three occasions during a bright morning when only a gentle breeze troubled the players. He might have come in to lunch four up, instead Lyle won the 15th, the 17th, where Woosnam missed from four feet, and the 18th with an eagle three. Both players found the green with their approaches but Lyle nursed home a putt of 17 feet while Woosnam slid his effort past from 12 feet.

Woosnam spent the best part of the interval practising

his putting. It must have seemed a worthless exercise when he missed from only two feet at the 24th so that Lyle, then two up, kept his lead intact. On the next green, however, Woosnam decided to stand taller over the putt and from 12 feet he holed for a half. It was a manoeuvre which seemed to transform his touch on the greens.

He holed from 40 feet for a birdie at the 26th and from two feet for a two at the 28th. Lyle hooked his four-iron over the green at the 33rd where he took three to get down and so, for the first time during the afternoon session, he fell behind.

At the 35th Woosnam hit his pitch to two feet but Lyle, from 60 yards, struck his to four feet for the half. At the last, however, Lyle was bunkered, and he could not get up and down, and it left Woosnam with a six-foot putt for the match, which he confidently holed.

For the second day running, Mark McNulty let slip a handsome lead coming into the home straight, going down at the 20th hole to Severiano Ballesteros in their play-off for third place (Mel Webb writes).

With Ballesteros playing sound but generally uninspired golf, McNulty went four-up with six holes of the 18-hole match left. That shook Ballesteros out of his reverie.

ORLANDO: Larry Nelson, the United States PGA champion, played what he called his best competitive round on a Sunday to win the Walt Disney World Classic by one shot from fellow-Americans Morris Hartsky and Mark O'Meara (AFP reports).

### Hole-by-hole guide to yesterday's final at Wentworth

HOLE	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18		19	20	21	22	23	24	25	26	27	28	29	30	31	32	33	34	35	36
YARDS	471	155	452	501	181	344	388	388	450	188	378	450	441	178	426	380	371	502		471	155	452	501	181	344	388	388	450	188	378	450	441	178	426	380	371	502
PAR	4	3	4	5	3	4	4	4	4	3	4	4	5	4	3	4	4	5		4	3	4	5	3	4	4	4	4	3	4	4	5	4	3	4	4	5
A Lyle	4	3	4	4	4	4	5	3	3	3	4	4	4	4	4	4	3	3	1 up	4	3	4	4	5	3	4	4	4	4	3	4	4	3	5	3	4	5
I Woosnam	4	3	5	4	3	4	3	3	4	3	3	5	4	3	5	3	5	4		4	3	4	5	3	4	4	4	4	4	4	4	4	3	4	4	4	1 up

## Hooligan breath-test move

By John Goodbody

Football fans may be forced to take a random breath test inside stadiums in the Government's continuing attempt to stamp out hooliganism. Anyone found to have an excessive level of alcohol could be ejected from the ground.

Colin Moynihan, the Minister for Sport, yesterday asked the Football League to consider a pilot scheme at selected clubs after consultation with police. He said: "Many violent incidents are alcohol-related. I

saw stewards with police alongside them at the recent international in Düsseldorf carry out these breath tests, and it seemed to be working."

No details, such as the level of permitted alcohol, have been established, but Philip Carr, the League's president and chairman of Everton, said that the Association of Chief Police Officers, who were represented at yesterday's meeting in London, would "welcome a discussion with the League on the subject".

He added that after the details were worked out, "there is no reason why the first tests could not be quickly carried out".

Moynihan said no legislation was required for these tests inside the ground, and spoke of their "deterrent effect" against any drunken supporters arriving at matches.

Most of the five-hour meeting in London between the Government, the League, the FA and representatives of the police, centred on the controversial membership scheme, including identity cards, for the 92 League clubs.

The agreement, which was worked out in February, was that for this season the scheme should be operative in designated areas which cover at least 50 per cent of each ground's capacity. This agreement is now in disarray.

Carter said that there was a "misunderstanding" about the agreement, and as The Times revealed in August, the clubs have been working to a far smaller proportion of the attendance under the League guidelines, namely 50 per cent of home spectator accommodation.

Local police forces have advised many clubs in writing - and the letters were produced at yesterday's meeting - that to carry out membership schemes at even this level might provoke violence. Moynihan yesterday told the League that he now wants further letters from local police forces saying that it might exacerbate hooliganism if those clubs were to implement the February accord to the letter.

Only nine clubs, who were not named yesterday, have failed either to have membership schemes for 50 per cent of home spectator accommodation, or to provide evidence from the police that this would exacerbate the possibility of hooliganism. These clubs will be asked to meet the Government and the League to explain why they are not carrying out the agreement.

Asked whether the agreement of February would be implemented, Moynihan said: "There is a need to take into account police views. But this is the only thing that has changed."

The League have been urged by the Government to be self-regulatory about measures to combat hooliganism by requiring them to carry out all details of agreements on football violence.

## Change in rules will block Graf

Steffi Graf, who - intentionally or not - has been able to avoid playing Martina Navratilova on many occasions this year, will find things much more difficult in future (Barry Wood writes).

Miss Navratilova has promised that whoever wins the world the West German, aged 18, appears, she will be there too in her attempt to regain the No. 1 ranking she lost last August.

"The problem is that she waits until the last moment to enter a tournament and so I never know where she is going to be playing," Navratilova said. "She's supposed to play Zurich next week so I may end up going there. I want to get my No. 1 ranking back and the only way I can do that is to beat her."

Changes in the rules mean that Miss Graf's plans will be known in advance next year. In return for a 40 per cent increase in prize money, the players will state a year in advance the tournaments in which they will participate.

## Star roles for 'understudies'

By Rex Bellamy, Tennis Correspondent

Pam Shriver, Gabriela Sabatini and Helena Sukova, who have had similarly respectable records in this year's grand slam championships, should dominate the Volvo Classic, which begins today at the Brighton Centre. That will be a change for all of them, because on big occasions they usually serve as distinguished understudies for such stars as Martina Navratilova, Chris Evert and Steffi Graf.

The past two days have been devoted to a 31-strong qualifying competition with its own prize fund of about £7,125. The winner of the main event will receive £25,000 and the successful doubles pair will share more than £9,000. By contrast, the tournament referee, Ann Jones, won £1,500 ("I spent it all on a gold watch") as Wimbledon champion in 1969.

Mrs Jones signed a professional contract, in 1968, guaranteeing her £25,000, whatever that was worth, for 12 months' work. Looking over the balcony at yesterday's would-be qualifiers, she said:

"Martina and Chris and probably Steffi are better than we were," she said. "As a group we still had an amateurish approach to the top. If we'd had the opportunities these players have, some of us would have been as good. But there was no way we could have been as professional. We had no help. We had to find everything out for ourselves. We got there in the end. But it took us longer."

This is the twentieth year of open competition and the tenth of the Brighton tournament.

there was more depth in the game these days. But Mrs Jones suspected that the gap between the leading players and the rest was wider in women's tennis than in men's.

As for the standard at it is no better now than it was in the days of Court and King, Jones and Richey and Wade, in men's tennis, Laver, Rosewall and Emerson, Newcombe, Roche and Ashe. Mrs Jones differs but may be over-modest when comparing the leading women of today with those of her own era.

"Martina and Chris and probably Steffi are better than we were," she said. "As a group we still had an amateurish approach to the top. If we'd had the opportunities these players have, some of us would have been as good. But there was no way we could have been as professional. We had no help. We had to find everything out for ourselves. We got there in the end. But it took us longer."

This is the twentieth year of open competition and the tenth of the Brighton tournament.

### SPORT IN BRIEF

## Coyle put in charge

John Coyle, of Wolverhampton, will referee the Frank Bruno versus Joe Bugner heavyweight boxing match at White Hart Lane on Saturday. Coyle, who runs a sports equipment business, is one of Britain's most respected referees and his appointment climaxes a busy year in which he has been involved in three world title bouts and four European championships.

The British Boxing Board of Control delayed naming Coyle until it was clear that the bout was not going to be recognized as a final eliminator for one of the world titles. "In that event, we would imagine that officials from the particular world body would have been brought in," John Morris, the board secretary, said.

Umpiring first Colleen Morley, of Barnsley, the home town of the Test cricket umpire, Dickie Bird, has been appointed the Yorkshire League's first woman umpire. Mrs Morley, an assistant head teacher, has been umpiring for six years in the Barnsley league.

## Plans awash

Barcelona (AFP) - Continual rain has forced organizers to cancel the Barcelona Open golf tournament which was due to begin here on Thursday.

## Olympic visit

Scout (AP) - An East German Olympic delegation has arrived in South Korea to tour sites for the 1988 Olympics in a sign that Communist nations will take part.

## Bell to race

Derek Bell, the five-time Le Mans winner, who has switched to rallying, will lead the Astra team in the Lombard RAC rally.

## Driver injured

Bahariya, Egypt (AFP) - Shekhar Mehta, of Kenya, was seriously injured when his car crashed during yesterday's second stage of the Pharaoh rally.

## Ring return

Robert Dickie, of Wales, who only seven months ago was in intensive care following a car crash, returns to the ring against Rocky Lawlor at the Kings Hall, Stoke tonight.

## Mimms still the target for Newcastle

Newcastle United are ready to make renewed attempts to lure Bobby Mimms, Everton's former England under-21 goalkeeper, to the North East (Ian Ross writes).

Willie McFaul, the Newcastle manager, checked on Mimms's availability last week and could make a formal offer within a fortnight.

McFaul has been scouring the country for a goalkeeper since Martin Thomas, the club's No. 1, dislocated a shoulder last month. But while the former Rotherham United goalkeeper would relish the chance to join Newcastle, the stumbling block is likely to be the size of transfer fee.

Everton, who have rejected several offers for Mimms over the past 12 months, will demand at least £400,000.

## Rangers are to hold inquiry

Rangers will conduct an internal inquiry into Saturday's match against Celtic during which their England players, Chris Woods and Terry Butcher, were sent off.

### END COLUMN

## Threat to the welfare of golf

By David Miller

In Mark McCormack's 24th letter of welcome to Wentworth in the programme for the Suntory World Match Play Championship - a letter which takes precedence over the club captain's own welcome - the director of International Management Group (IMG) writes glowingly that he cannot recall a better field for the tournament than this year's.

In spite of this self-satisfaction for an event which, to McCormack's credit, he largely established, it is not immediately obvious where his loyalties lie. The answer could hold a muted threat to the championship.

Such is the worldwide and dominant control of not only players, but tournaments and their televising by IMG - affectionately known to its critics as Octopus Inc. - that the balance between assistance and possible harm imposed on golf by the McCormack organization is in question. IMG substantially influences the game's calendar, among other things.

The Match Play Championship is now at its latest date, ever, and the continued cutting of greens, in particular, and fairways well into the autumn periods of frost, if continued will in the long term be damaging to the health of the course. It is a matter sufficient to give serious concern to Richard Doyle-Davison, the managing director of the course.

"To have the greens in such great shape as they are, we have to continue cutting them finely twice a day, at a time when some clubs are already using winter greens and tees," Doyle-Davison said. "By now, I would like to be giving a top dressing and putting the



Doyle-Davison: concerned course to bed, so to speak, instead of going into the winter with short grass, and then having to stage the PGA Championship in May, our first tournament of the European tour, with little or no growth."

Wentworth finds itself without options, unable to negotiate its position in rivalry with a string of other tournaments all under the organization of IMG. Doyle-Davison does not want to see Wentworth pushed towards a position in which the club no longer wants to stage the tournament.

However, with the money which is flooding into the European tour, other tournaments are leap-frogging in front of Wentworth, seemingly with IMG approval. Wentworth is last of four consecutive IMG-supported events: the Lancôme in Paris; the Dunhill Cup; the new German Masters; and then Wentworth.

The Barcelona Open, an event underwritten by IMG when previous sponsors pulled out, would have followed Wentworth, but has been cancelled by bad weather. It is necessary for tournament directors, such as Peter Germain of IMG, to realize, quite apart from the unreasonable pressure now being put on course managements by schedule alterations, that in the financial equation of a rapidly growing European tour the course facility fee must not fall proportionally behind the prize-money being demanded by the players, who are quick to demand in turn the highest standard from the courses.

The production of immaculate greens and fairways - almost as important for television viewing as for the players - has a huge investment cost in machinery and labour overheads in maintenance. Whereas Westfield Village in Ohio, that idyllic setting for the recent Ryder Cup, has 36 green-keepers, Wentworth has only 16 for two and a half courses.

Yet Doyle-Davison is worried that the time may come, under pressure from agents liaising with all interested parties, when a golf course has to pay the organizers for the privilege of staging a televised event. There is no doubt that the publicity surrounding the Match Play Championship guarantees the green fees for the next year. St Mellion, the new Nicklaus course in Cornwall, would welcome such an event as this week's.

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